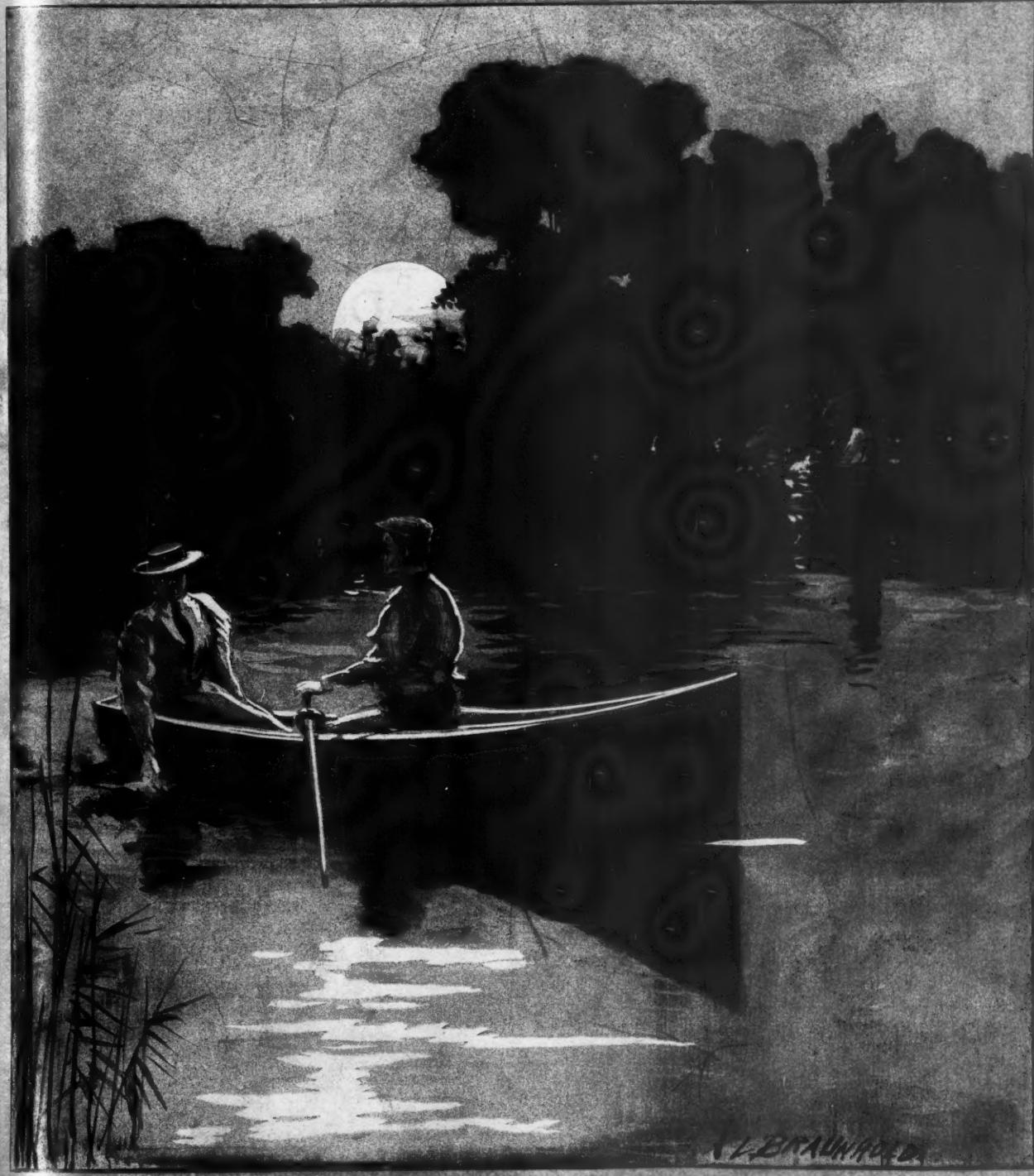


VOL. XXIII, NO. 5.

AUGUST, 1899.

PRICE, 20 CENTS.

AUGUST THE 1899
INLAND PRINTER



J.L. BRAUNHAGEN

Use

Weston's Ledger Paper



MILLS AT
DALTON, MASS.

Our Selling Agents in Chicago are
BRADNER SMITH & CO.

BYRON WESTON CO., Dalton, Mass.

Inland

means remote from the sea—not on the brink of a maelstrom, into which you may fall (in a business sense).

Printer

means one who prints (the man who is likely to lose his profits).

Account

means to reckon—ah, that's it. Successful men reckon discreetly, prudently and cautiously.

Book

means everything in a business house, for what would we do without (*Account*) Books.

GET
THE BEST
AND
THE CHEAPEST—

**THE INLAND PRINTER
ACCOUNT BOOK.**

What it saves will bring you joy
and peace of mind.

NET PRICES.

400-page book, for 2,000 jobs, . . . \$5.00
200-page book, for 1,000 jobs, . . . 3.50



Order THE INLAND PRINTER ACCOUNT BOOK from any Type Foundry or Printers' Supply House in the United States or Canada, or direct from

The Inland Printer Co.,
Publishers,

212 and 214 Monroe Street,

New York Office,
150 Nassau Street.

... Chicago, Ill.



**PLAIN TALKS BY
THE MANAGER.****X. "SUCCEED OR
STICK TYPE"**

For half-tone work, for color work, or for any other work that can be done on any press, the CENTURY is without a peer.

Its absolutely perfect register and its firm, clear and delicate impressions make it the king of all presses.

These results are attained by means of new and unique devices, fully covered by patents.

Just what these methods and devices are, and just how they produce unprecedented results and at the same time add to the strength and durability of the whole machine, I will be pleased to explain fully to any interested printer.

Other press makers may make the same claims, but there is one thing no other press maker in the world can do.

He cannot show the results to prove the claims.

I can. And I always stand ready to do it.

You may be satisfied with the quality of the work your present presses turn out.

Very good; but how about the *quantity*?

There is no physical nor moral law that prevents a printing press turning off more than 1,200 impressions an hour.

A printer with a CENTURY that is good for upwards of 1,500 an hour without turning a hair isn't flying in the face of Providence.

But the printer who clings to his snail-like presses when he knows all about the tremendous productive capacity of the CENTURY is flying in the face of lots of trouble.

He is daring Fate to do its worst, and Fate will reach his case sooner or later.

It will probably be sooner. The time is ripe now.

Printers all over the country are waking up to the fact that in order to keep up with the procession they *must* increase the productive capacity of their shops—that they *must* turn out more good printing in less time if they expect to get any good out of the boom that is now on.

This is shown by the steadily and swiftly increasing demand for CENTURY presses.

Probably some competitor of yours is even now beginning to stretch and rub his eyes.

As soon as he gets fully awake he will have CENTURY presses. There is no other press that can meet fully the requirements of a really wide-awake printer.

What are you going to do then?

I know of three things you can do.

One is to get CENTURY presses yourself.

Another is to go into some other business.

The third is to get a job sticking type or running a press for your more enterprising and deserving competitor.

These are the only doors open to you.

Just as sure as eggs are eggs, a shop with CENTURY presses can run a shop with any other presses clear off its feet, and it can do it mighty quick.

I don't care what your present presses are. I don't care in how good condition they are. I don't care how much they cost you.

The fact remains that a CENTURY can turn off from 3,000 to 5,000 more good impressions a day than any press in your shop, and do it every day in the year.

Such being the case, it's perfectly plain that, sooner or later, you will be compelled to get CENTURYS or be driven out of the business by the man who has them.

Thus the situation narrows itself down to these questions:

Do you propose to lead? Or would you rather follow along behind?

Do you think it wise to wait until you are nearly ruined before you act?

Do you think it wise to let some competitor get all your customers away from you on account of his ability to do better work for less money?

After he has them, do you think you can ever get them back?

Why not be *first* with the CENTURY, and let the other fellows do the hard scratching?

THE MANAGER.

THE CAMPBELL COMPANY,

334 Dearborn Street, CHICAGO.

5 Bridewell Place, E. C., LONDON.

5 Madison Avenue, NEW YORK.

73 St. James Street, MONTREAL.

WHAT "OUTDISTANCE" MEANS.

OUTDISTANCE: To outrun so far as to reach the winning post before a competitor reaches the distance post; to surpass very greatly; to completely outdo.—*The Standard Dictionary*.

Do you know how it feels to be outdistanced, outclassed, left so far behind that you look like a mouse on a mountain top? Let us hope not. It isn't exactly a pleasant feeling.

Sooner or later, though, you are bound to experience it if you don't get your shop on a modern, up-to-date basis.

The time was when a ragged, sloppy-looking newspaper was good enough. People didn't expect any better. But that time has gone by.

Nowadays, the paper that doesn't look smart, clean and up-to-date is going to get lost in the shuffle.

The MULTIPRESS is the press you ought to have.

It is a web press, printing directly from flat forms of type at a rate of from 5,000 to 6,000 an hour.

It prints either a 4, 6, or 8-page paper. It sets the papers together, pastes, folds and delivers them ready for the street.

It handles half-tone work better than any other newspaper press made.

It is the strongest, simplest and most dependable press money can buy.

A small man and a big boy can run it to the limit.

THE CAMPBELL COMPANY,

334 Dearborn Street, CHICAGO.

73 St. James Street, MONTREAL.

5 Madison Avenue, NEW YORK.

3 Bridewell Place, E. C., LONDON.



This is our Base-Ball Nine. Like our presses, it is self-feeding and automatic, with an approved shortstop. It challenges any and all amateur clubs to meet it on the diamond in the rear of our factory at Niles, Ohio.

That factory is a busy place. No sooner had we put in more machinery and got rid of our night-turn by putting it on day-work, than we were compelled to put on a new night-turn the first of last month. We hope to be able to make shipments promptly in August, but to be certain of early delivery, our friends should send their orders in early.

For full information about our Automatic Presses for envelopes, card-work, tags, box blanks, blotters and candy bags, and our Automatic Presses for grocers' bags, address,

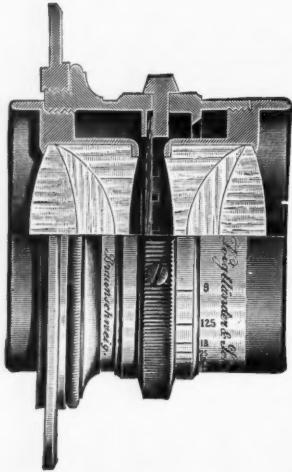
THE HARRIS AUTOMATIC PRESS CO.

NILES, OHIO, U. S. A.

New York Office:
Havemeyer Bldg., 26 Cortlandt St.

Chicago Office:
Commerce Bldg., 14 Pacific Ave.

Time-Savers



Ser. III.—

For Half-tone Work.

Ser. IV.—

For Line Work.

Completely anastigmatic.
Rapid workers.
Absolute definition and
detail over the whole
plate.

Send for Catalogue.

COLLINEAR

LENSES

Voigtlaender & Son Optical Co.

467 W. 14th Street, New York.

WE

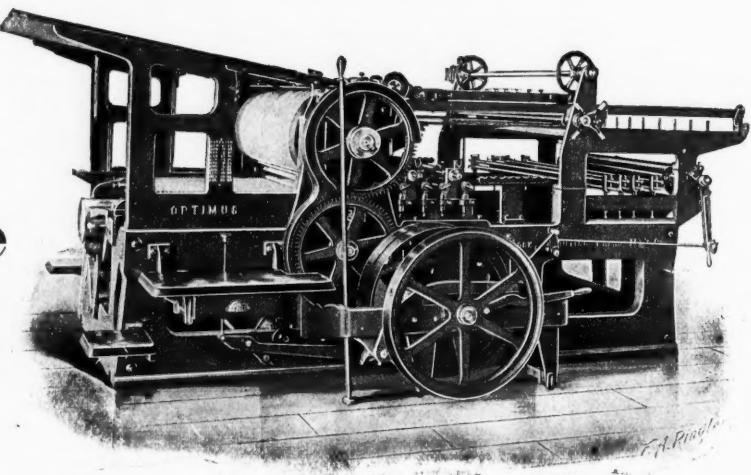
GUARANTEE—Satisfaction.
INVITE—Investigation.
CHALLENGE—Competition.

We Guarantee

The finest delivery ever put on any
press and the only perfect one,

The fastest two-revolution of its
size, and

A thoroughly first-class press in
every way.



Apply for catalogue, prices and full description to

BABCOCK PRINTING PRESS MFG. CO., New London, Conn.



C. A. COLLORD, Manager New York Office, 38 Park Row.

JOHN HADDON & CO., Agents for Great Britain,
Bouverie House, Salisbury Sq., Fleet St., E. C.,
London, England.

BUILDERS OF THE

OPTIMUS Two-Revolution, STANDARD Drum Cylinder
DISPATCH Single-Revolution, REGULAR, COUNTRY
and other Cylinder Presses.

BARNHART BROS. & SPINDLER

183 to 187 Monroe St., Chicago, Ill.

GENERAL WESTERN AGENTS.

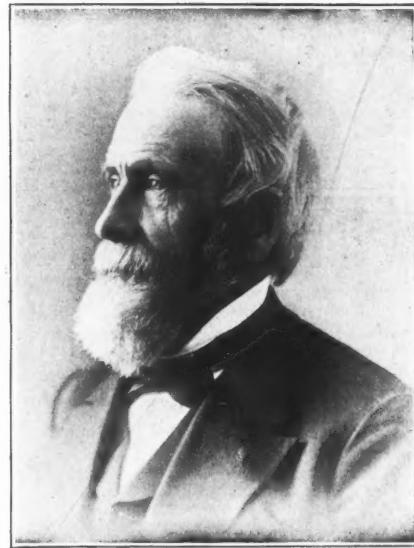
FOR SALE BY

MINNESOTA TYPE FOUNDRY CO., St. Paul, Minn.
GREAT WESTERN TYPE FOUNDRY, Kansas City, Mo.
ST. LOUIS PRINTERS SUPPLY CO., St. Louis, Mo.
GREAT WESTERN TYPE FOUNDRY, Omaha, Neb.

1830-1899

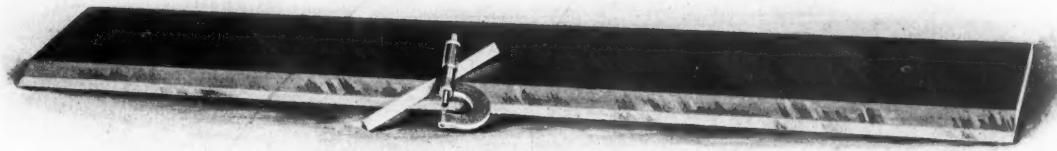

"Micro- Ground"

Knives are



LORING COES.

Perfect Knives.



Write for "Library" to

Loring Coes & Co., Inc.,

Mention this—
 or no Souvenir.

Worcester, Mass.



**Speed, Half-tone and Embossing
 are the points which make the
 Perfected Prouty Job Presses so popular.**

Perfect Ink distribution. Noiseless, strong and simple of construction. Not a *Cam* on the Press. Presses running in every civilized country. Send for catalogue and prices. Manufactured only by

BOSTON PRINTING PRESS COMPANY

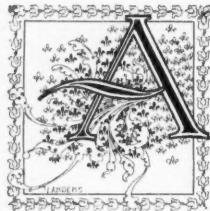
Successors to GEO. W. PROUTY CO.

100 High Street, BOSTON, MASS., U.S.A.

JOHN HADDON & CO., Agents for Great Britain and the Colonies,
 SALISBURY SQUARE, LONDON, ENGLAND.

The Simplex ONE-MAN TYPE SETTER

*Claims are all well enough,
But it is Results that tell!*



So to whether our claims for the SIMPLEX are justified, we refer to the following letters from users of the machine. We have selected some from publishers of dailies, of semi-weeklies and of weeklies, to show how wide is the range of its usefulness:

PORTLAND DAILY PRESS.

THE UNITYPE COMPANY:

PORTLAND, M.E., June 15, 1899.

Gentlemen.—We have been for the past three months running a Simplex machine night and day in our office, and have been doing very satisfactory work on it. Its advantages are many, and we believe its system of distribution as near perfect as a machine can be that sets individual type. In this three months the machine has not been readjusted a particle since it was left by the machinist who erected it. The Simplex is all right. I will always be glad to say a good word for it if it keeps up the record it has made so far.

Yours very truly,

F. S. MORTON, BUSINESS MANAGER.



THE MANCHESTER HALF-WEEKLY HERALD.

MANCHESTER, CONN., July 7, 1899.

THE UNITYPE COMPANY, New York:

Gentlemen.—All the body type of the *Herald* has been set on a Simplex machine for the past three months. The operators are old employees of the office who had never used a machine. The introduction of the Simplex has reduced labor and plate bills to the extent of over \$50 a month. At the same time it has brought about a marked improvement of the paper by permitting an increase of original matter. It has also increased my income by making it possible to handle large advertisements at short notice. I consider the Simplex an excellent investment.

Yours truly, ELWOOD S. ELA.



LYON COUNTY REPORTER.

THE UNITYPE COMPANY:

MARSHALL, MINN., June 23, 1899.

Gentlemen.—We have been using the Simplex typesetting machine since April 1st, setting all our newspaper type on it during that time. We are very much pleased with the machine, and find it all that was claimed for it. The saving to us in wages heretofore paid for composition more than pays installation notes on the machine, so that it will pay for itself. With thirty days' experience my son could set nearly a column (twenty inches leaded brevier) an hour, and two of us working at it at once can now nearly double that.

I find that the machine is a durable and easily cared for piece of mechanism. It only wants proper care, and we have never found any difficulty in getting smooth work from it. Most any machine in the hands of a bungler fails to satisfy.

We are perfectly satisfied with it, and wouldn't do without it.

Respectfully, C. F. CASE & SON.

THE CHATHAM COURIER.

CHATHAM, N. Y., June 16, 1899.

THE UNITYPE COMPANY, New York City:

Dear Sirs.—Yours of the 13th, asking how the Simplex is working and how we like it, is received.

So far as we can see, after operating it two months, the machine is all the manufacturers claim for it. Its work is limited only by the speed of the operator. We are frequently asked how much a man can set on it per hour, and the only reasonable answer that we can make that would apply to all cases is: "As much as he can get out of it by touching the keys." It depends on the man. Our man, who has been operating it for about two months, can set and justify 2,400 or 2,500 ems an hour. He knew nothing about operating the machine, or even a typewriter, before this. Two of our men can now get up from 4,000 to 5,000 ems per hour by steady operation. More than this, we are saving overtime work and extra labor, which, with us, was formerly quite an item.

I shall surely take every opportunity to commend the machine to brother publishers of country newspapers.

Yours very truly,

J. W. DARROW.



OAKLAND JOURNAL.

PONTIAC, MICH., June 24, 1899.

THE UNITYPE COMPANY, New York City:

Gentlemen.—You ask, "How do you like the Simplex?" to which we answer we have used the Simplex two months. Our operator, a lady, never saw a typesetting machine until she saw this one, and was therefore green in its operation. It is but justice to say, however, that she had had four years' experience as a compositor in a small country office. After a week's tutorage by the gentleman who installed the machine, she has continued its operation unaided. She has had no difficulty she could not easily overcome. We have employed a lady justifier who had justified on a Thorne about three years. Together they set every line necessary for the *Journal*, a six-column quarto, and have time to spare. We do not longer need her, our regular operator being abundantly able to "go it alone." She can easily set 20,000 a day. We have some trouble with irregular power, but generally the machine works nicely. There seems to be nothing in its operation but what any person of ordinary intelligence, endowed with patience, can overcome.

From the experience already had, we confidently believe it is the most practical, for use in the country office especially, of any typesetting machine on the market. It will do all you claim for it. We have already on different occasions commended it to the favorable consideration of the craft.

Very respectfully,

TURNER BROTHERS,

Per C. B. T.

The Simplex ONE-MAN TYPE SETTER

WATERTOWN DAILY TIMES.

WATERTOWN, N. Y., July 1, 1899.

THE UNITYPE COMPANY, New York City:

Gentlemen.—Relying to your favor of the 29th inst., we would state that we do not know what more can be said than we have already written in regard to our satisfaction with the Simplex machine. It certainly does all, and more, than you claim for it.

We are averaging about 46,000 solid brevier per day of eight hours, using two people on each machine, and figure the cost of the composition about 12 cents per thousand. One of the teams has reached as high as 54,000 in eight hours. Of course, as you know, it depends a great deal on the operators. The machine is capable of doing all that you or we expect of it. We certainly would recommend it for any office situated as we are. It is certainly very easily managed, much more so than we expected. We are more than pleased with our new Simplex machines.

If there are any other points that you desire covered, let us know.

We would state that we have written a letter of recommendation for your machines at least every other day since you put the machines in, which we hope will do you lots of good. We are thinking strongly of getting up a circular letter, as it is becoming quite laborious to write so many.

Yours very truly,

THE BROCKWAY COMPANY.

BERKSHIRE COURIER.

GREAT BARRINGTON, MASS., June 17, 1899.

THE UNITYPE COMPANY, New York:

Gentlemen.—Relying to yours of the 13th inst., would say to you as I have said to a good many newspaper men whose inquiries I have answered concerning the Simplex:

It's all right—at least it has been all right so far. We've been running it under disadvantageous conditions—an irregular power—but yet have gotten excellent results. We put it in charge of a boy who had been doing fairly good work as a compositor. He soon attained a good speed, but quit us rather suddenly because of objections he had to our teaching a young lady to also operate the machine. She had only begun practice upon it, but at once developed such speed that we were not seriously troubled in the matter of getting our paper out as though nothing had happened.

I think the Simplex is just the thing for an office like ours. The cheapness with which matter can be set is an item, but an even more important one with me is the fact that we can handle the later news to so much better advantage.

I've been scattering good opinions concerning the Simplex by mail for several weeks, receiving an inquiry every day or two from some newspaper man.

Sincerely yours,

J. E. CLAREY.

The Simplex will save a lot of money in offices having 75,000 ems or more per week to set.

The Simplex will make it possible to cover important news more fully and handle late news thoroughly without delaying publication.

The Simplex will increase the advertising income by the ability it gives to handle big special advertisements, which always come in at the last minute and can not be held over till next issue.

The Simplex will make it possible to get out a better paper at less expense.

The Simplex is easily understood and operated by the ordinary help around a "country" office.

The Simplex will save more than enough to make its own payments—that is, pay for itself and make a profit besides, while doing so.

"For they
themselves
have
said it!"

These are not claims but FACTS—they are taken from the letters printed above; and we have plenty more like them.

Surely this is a matter which calls for the immediate attention of every enterprising publisher who wishes to better his paper, increase his income and decrease his expenses.

Write us today for illustrated catalogue and full particulars, sending us a copy of your paper by same mail.

THE UNITYPE COMPANY,

HERBERT L. BAKER, General Manager,

188 Monroe Street, CHICAGO.

150 Nassau Street, NEW YORK.

We have the largest
and most complete plant
in the World for
Manufacturing
all kinds of
Printing & Embossing
plates by all known
Methods & Processes.

F. A. RINGLER CO.
DESIGNING, HALF-TONE AND LINE ENGRAVING,
PHOTO-GRAVURE AND ELECTROTYPEING.

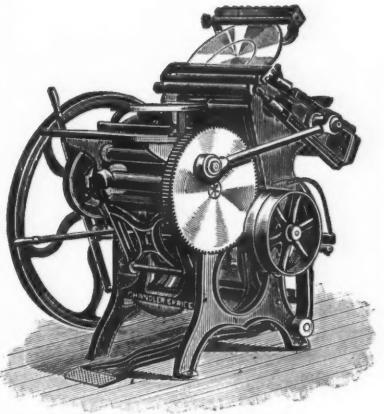
21 & 23 BARCLAY ST.
1026 & 28 PARK PLACE, NEW YORK.

CHANDLER & PRICE GORDON PRESS *

THE GORDON OF
ALL THE GORDONS

The Chandler & Price Press

IS heavier and stronger than any other Gordon press, but constructed upon scientific lines and principles that insure its running easily, quietly and as quickly as it is possible to feed, without racking or undue wear. The side arms and shaft are of forged steel, without seam or weld. The cam-roller is of hardened tool steel. The throw-off is instantaneous, positive and easy to operate, without springs, clamps or catches. The depressible grippers cannot get beneath the rollers. The chase clamp is positive and instantaneous. The distribution is unequalled. The horizontal platen, with long rest, insures speed and ease in feeding. In short, the Chandler & Price press is the standard of excellence in Gordon presses. That it is the cheapest in the long run is proved by the thousands in successful use for many years. None genuine without the name Chandler & Price cast upon the rocker.



1,800 MADE AND SOLD EACH YEAR

AND THE DEMAND CONSTANTLY INCREASING.



THE POPULARITY OF THE C. & P. GORDON PRESSES is simply phenomenal, and is exceedingly gratifying to the makers of this remarkable printing press. At no time since the presses were first put on the market has the demand for them been so large as at the present time. The reason is obvious: They are simple in construction, honestly built, durable, light-running, speedy—in fact, made to please the printer, to earn money for him, and to last, with reasonable care, a lifetime.

The ability to print any class of jobwork, print it well, and continue to print it well year after year without calls for repairs and loss in time and labor such as are necessary in a weak and defective press, has brought the Chandler & Price Press to the front, and made the demand for nearly two thousand machines per year a reality.

YOU CANNOT BUY A SECONDHAND C. & P. GORDON.

Manufactured by CHANDLER & PRICE, Cleveland, Ohio, U. S. A.

MAKERS ALSO OF THE C. & P. PAPER CUTTER AND OTHER PRINTING MACHINERY.

C. & P. GORDONS ARE SOLD BY DEALERS ONLY.

The "Wetter"

If you require a first-class typographic numbering machine, one of the make that has stood the crucial test of fifteen years, get a "Wetter."

It is possibly a trifle higher in price than the experimental kind, but it is cheaper by far than a machine that is easy to break, hard to fix and uncertain in its results. If you doubt what we say, see what others have said. Get our latest batch of testimonials, published in book form. They're free.

All type foundries and printing-material dealers sell the "Wetter" and recommend it above all other makes.

Joseph Wetter & Co.

515 to 521 Kent Avenue,

BROOKLYN, N. Y.

MILLER & RICHARD, TORONTO, ONT.,
Sole Agents for Canada.

Don't Spend the Profits

of stitching by using a machine that takes the operator's time to remove and replace INTERCHANGEABLE PARTS, as this is entirely unnecessary and a waste of time.

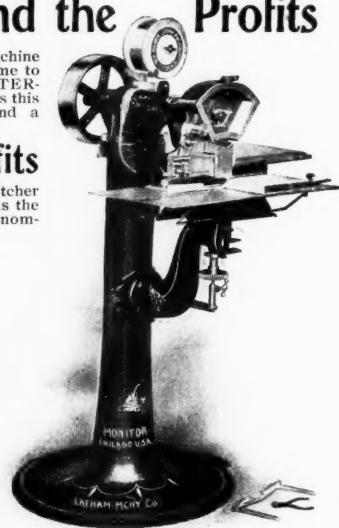
Save the Profits

by using a fast-running stitcher that runs smoothly and turns the work out rapidly and economically and loses no time.

LATHAM'S 20th Century Monitor Stitcher

has NO Inter- changeable Parts

and will do the finest work to the heaviest without change, and is the only machine made that will allow the cutter to be **Removed and Replaced** WITHOUT the use of Tools.



No. 1—20th Century. Capacity, 1 sheet to $\frac{1}{4}$ inch.

LATHAM'S 20th CENTURY MONITOR STITCHER

combines all the well-known features of the "Monitor" with many recently patented improvements. Let us send you details.

We manufacture the most complete line of **Special Machinery for Bookbinders' and Printers' use.** Strictly up to date. Let us know your wants. Send for Specialty Catalogue and List.

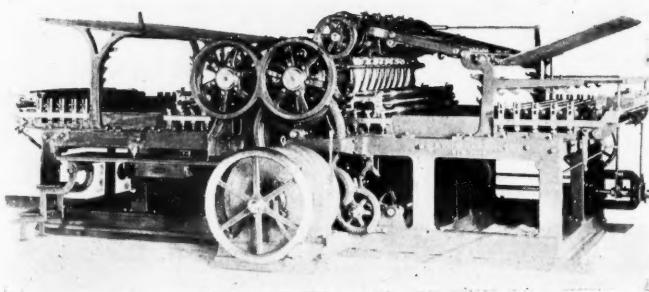
LATHAM MACHINERY CO.

197-201 S. Canal Street, CHICAGO, ILL.

New York Store:
Weld & Sturtevant, Agents,
12 Reade Street.

The Printing Machinery Co., Ltd., Agents,
Tudor and John Carpenter Streets,
London, E. C., England.

BULLOCK MOTORS For Direct Connection to Printing Presses.

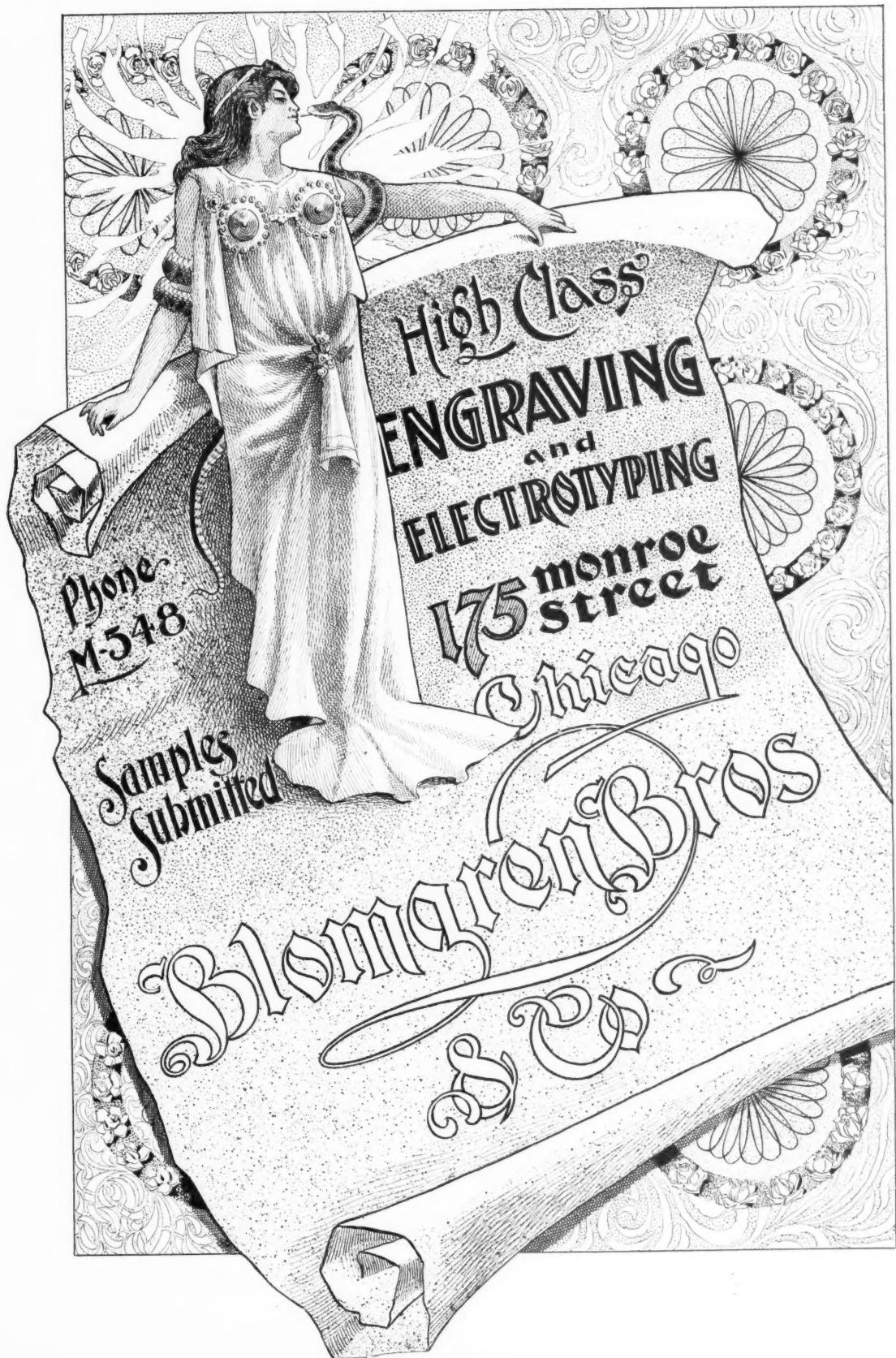


Bullock Type "E" Motor, Direct-Connected to
Cottrell Flat-Bed Perfecting Press.

WE HAVE THE ONLY PERFECT SYSTEM OF CONTROL.

BULLOCK ELECTRIC MANUFACTURING CO.
Cincinnati, Ohio, U. S. A.

Send for Bulletin No. 0828.



The Fuchs & Lang Mfg. Co.

29 Warren St., New York.

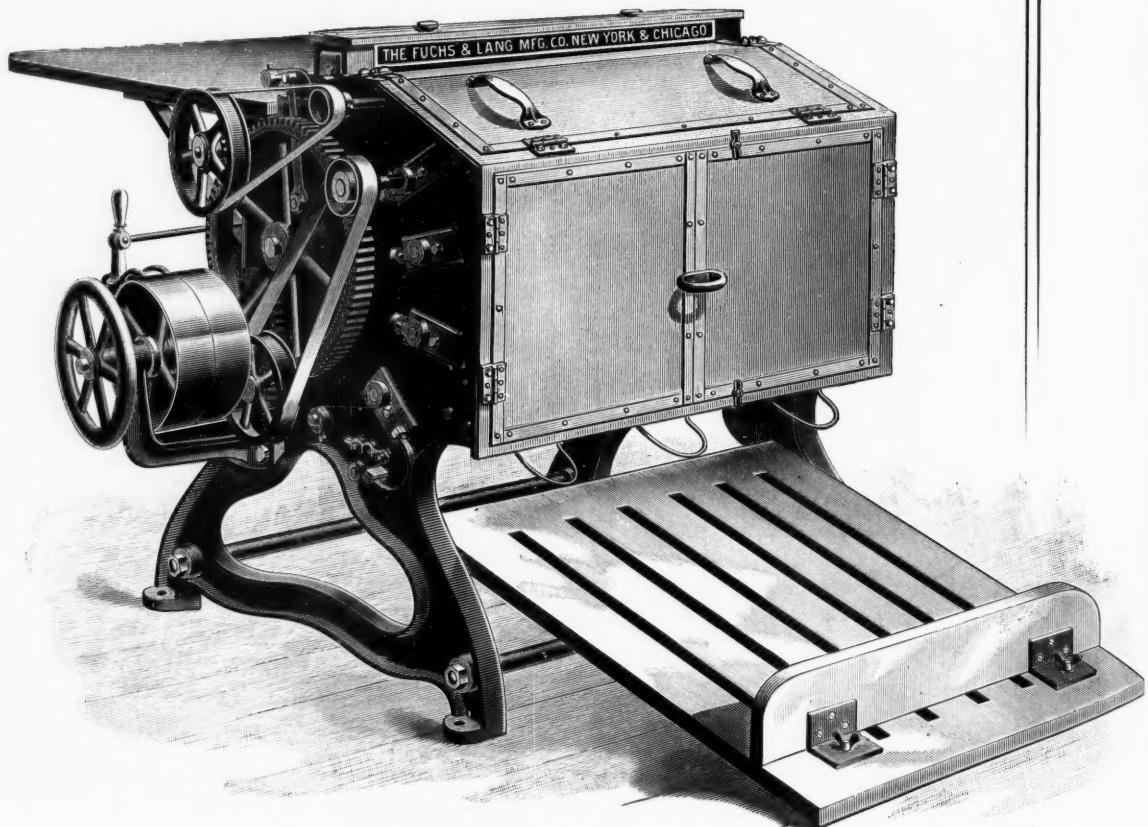
328 DEARBORN STREET,
CHICAGO.

FACTORIES,
BROOKLYN AND NEW YORK.

135 S. FIFTH STREET,
PHILADELPHIA.

MANUFACTURERS OF

The Combination Bronzing and Dusting Machine.



DESCRIPTION.

THIS MACHINE is built upon thoroughly scientific principles, and devoid of all unnecessary or intricate mechanism. All parts of the machine are made with the utmost care, and nothing but the best material is used throughout in its construction. Cut gears are used exclusively. Heavy or thin paper can be bronzed or dusted equally well. The gripper and delivery arrangement of the cylinder is worthy of especial note. The fountain and bronzing pads can be quickly adjusted to regulate the flow of bronze, and all minor details have received careful attention. The sheets are dusted by means of three rapidly revolving linen-covered horizontal rollers or buffs, and the sheets are delivered from the machine thoroughly cleaned. The machine has the indorsement of all who use it. Built in all sizes.

The Peerless Perforator



Award Granted by
World's Columbian Exposition,
1893.... READS AS FOLLOWS:

For well-designed and accurately operating perforating machine, which is distinguished for rapidity and perfection of its work; makes a clean and thorough perforation at a high rate of speed, and is adjustable to a wide range in the thickness of the stock it will perforate; for simplicity of construction, ease of operation and high efficiency of performance.

MANUFACTURED BY

A. G. BURTON & SON,

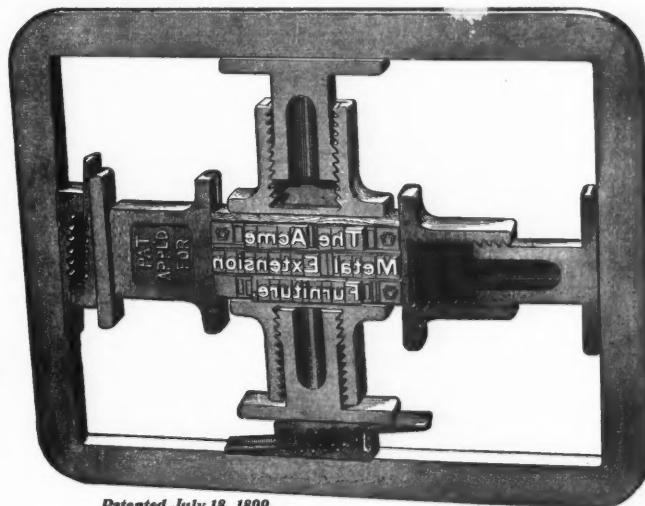
42 to 48 South Clinton St.,

CHICAGO, ILL., U. S. A.

E. C. FULLER & CO., 28 Reade St., NEW YORK, N. Y., Sole Eastern Agent.

If You Waste

Fifteen Minutes
a Day



Patented July 18, 1899.

at twenty cents an hour, hunting for last year's furniture, you waste fifteen dollars a year. One dozen pieces of our metal furniture cost four dollars. Think this over. The more men you employ the greater need you have of **THE ACME METAL EXTENSION FURNITURE.** Price, \$4.00 per dozen.

ACME STAPLE CO., Ltd.,

N. W. Cor. 12th and Buttonwood Sts.

PHILADELPHIA, PA.

EW printers consider their composing rooms profitable. Fewer still actually earn money in this department. And yet at a very small outlay you will be able to produce vastly superior work at a great saving of labor, and consequently at a lesser cost. Viewed as an investment, it will pay you better than the purchase of another press, because in the saving of make-ready it will add to the productiveness of all your presses and decrease your pay-roll greatly. A few hundred dollars expended judiciously will pay you an interest of over 100 per cent a year. Of course we are talking about our Standard Line Unit Set Type. We will gladly give further particulars.

INLAND TYPE FOUNDRY
217-219 Pine Street, Saint Louis

THE INLAND PRINTER.

TINTED ENAMELED BOOK

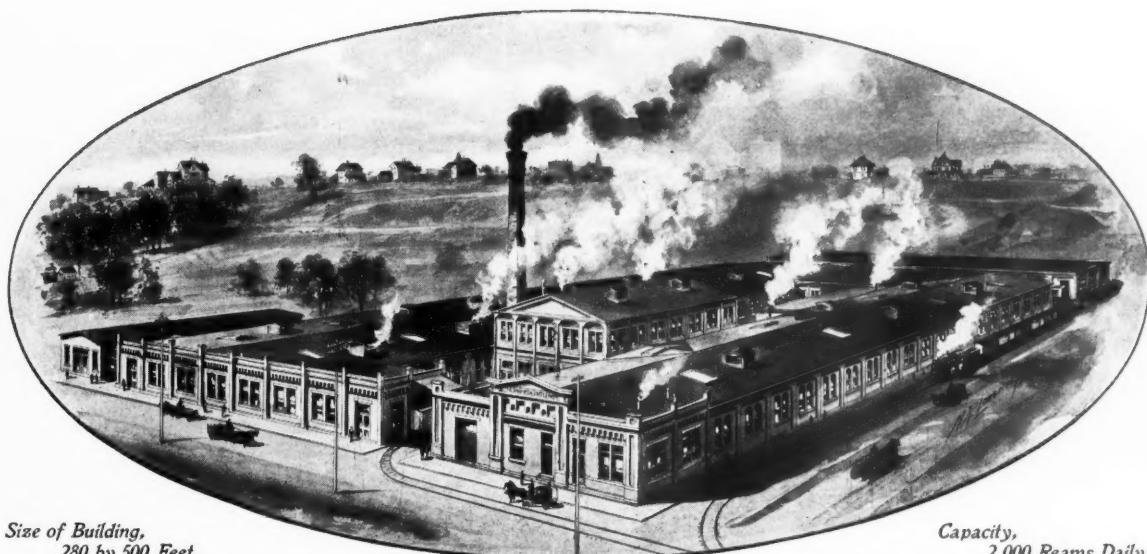
ALL SHADES.

Primrose,
Coral,
Green,

Golden Rod,
Rose,
Flesh,

Pearl,
Straw,
Violet,

Azure,
Buff,
Opaline.



*Size of Building,
280 by 500 Feet.*

*Capacity,
2,000 Reams Daily.*

**The Champion Coated Paper Company,
HAMILTON, OHIO,**

Manufacture a complete line of Coated Papers, etc.

....INCLUDING....

ENAMELED BOOK,
COATED MANILA,
CARDBOARD,

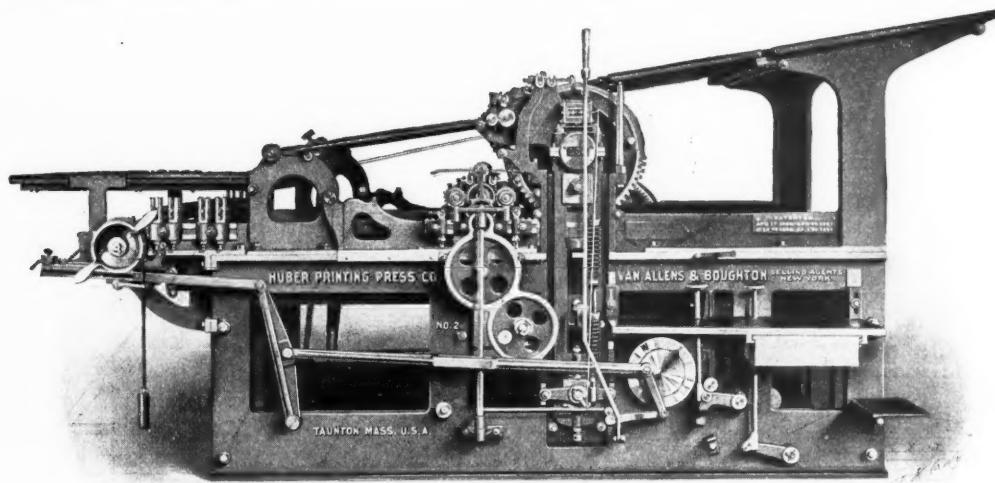
LITHOGRAPH PAPER,
LABEL PAPER,
SOAP WRAPPERS, Etc.

Stock carried by Paper Dealers throughout the United States. & &

— WE FILL ORDERS ONLY THROUGH JOBBERS. —

5

THE HUBER PRESS



A Nation with Modern Appliances wins the Battle.

A Printer with Modern Appliances wins the Customer.

The Huber Press is a modern machine. Its main points of superiority are

- The excellent material in its construction.**
- The freedom from jar or vibration.**
- The rigidity of impression.**
- The ease of make-ready and speed of operation.**
- The crank movement is the best.**
- The pyramid distribution is the best.**
- The full-tooth register rack, locking the bed and cylinder during the printing stroke, insures perfect register.**

Investigate The Huber and you will understand why so many successful printers continue to add them to their plants. Send for catalogue or representative.

VAN ALLENS & BOUGHTON,
19 to 23 Rose St., 59 Ann St., New York.

Western Office, 277 Dearborn St., Chicago—Tel., 801 Harrison—H. W. THORNTON, Manager.

Agents Pacific Coast—HADWEN SWAIN MFG. CO., 215 Spear Street, SAN FRANCISCO, CAL.
Agents, Toronto, Ontario—MILLER & RICHARD.

THE LINOTYPE

BOOK AND MAGAZINE PRINTERS ARE
NOW RAPIDLY ADOPTING THIS
METHOD OF COMPOSITION

COMPOSITION

12c. to 20c.
per 1,000 Ems.

MATRICES

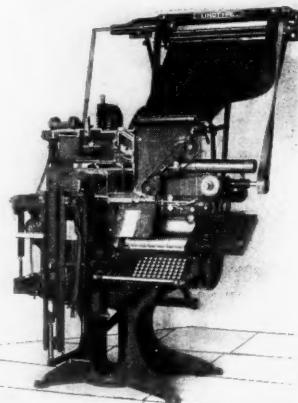
\$35 per font
any size.

METAL

6c. to 7c. per
pound.

GAS

1,000 feet a
week.



Each machine sets

RUBY
AGATE
NONPAREIL
MINION
BOURGEOIS
LONG PRIMER
SMALL PICA

Any measure to 30
ems pica.



No skilled machinist
required.

Three hundred
offices have one
machine each.

One operator only.
One-quarter horse-
power.

**OVER 7,000 IN DAILY USE!
AVERAGE MONTHLY SALES
60 MACHINES.**

**EACH MACHINE GUARANTEED TO PRODUCE
ABOVE 5,000 EMS PER HOUR.**

MERGENTHALER **LINOTYPE COMPANY**
TRIBUNE BLDG., NEW YORK CITY

P. T. DODGE, President.

FINEST HALF-TONES

LOWEST

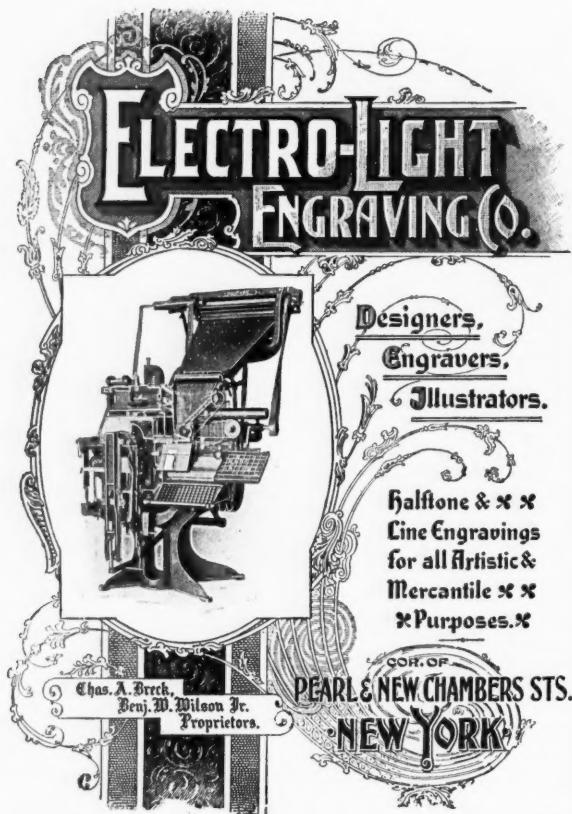
PRICES

**DESIGNS
AND
FIGURE WORK**

**WOOD & WAX
ENGRAVING
ZINC ETCHING.**

ELECTRIC CITY ENGRAVING CO.

505, 507, 509, 511,
WASHINGTON ST. BUFFALO, N.Y.



FINE : EFFECTS : IN : PRINTING



CAN ONLY BE SECURED WHEN ALL THE CONDITIONS ARE FAVORABLE—GOOD CUTS, GOOD TYPE, GOOD PRESSES, GOOD PAPER AND **GOOD INK**. THE LAST ITEM IS OFTEN MORE IMPORTANT THAN MANY IMAGINE. IF YOU BUY

Queen City Inks

YOU CAN DEPEND UPON GETTING RESULTS THAT OTHERWISE MIGHT BE IMPOSSIBLE. OUR "H. D. BOOK" AND HALF-TONE INKS ARE UNSURPASSED. ASK US TO MAIL YOU SAMPLES OF WORK DONE WITH THESE INKS. ☐ ☐ ☐

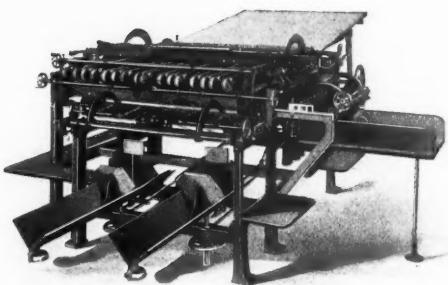
QUEEN CITY PRINTING INK CO.

HOME OFFICE,

CINCINNATI, OHIO.

BRANCH—347 DEARBORN STREET, CHICAGO, ILL.

Largest range of any machine ever made.



MADE BY

Brown Folding Machine Co.
ERIE, PA.

Agents:

New York.—Weld & Sturtevant, 44 Duane Street.

London.—M. P. McCoy, Phoenix Works, Phoenix Place, Mt. Pleasant, W. C.

It is impossible

to get a letter of recommendation from the two largest printing concerns in the West unless the article is of a most superior character. Rand, McNally & Co., in speaking of the Inland Type Wash, say, "It does its work better than any other wash that we know of. In fact it is the type wash that every printer needs." The Woodward & Tiernan Printing Company says, "We have found it better and cheaper than lye."

It is dangerous

and expensive to use benzine and lye. Inland Type Wash is absolutely safe, much cheaper, and in every way preferable. A sample mailed free of charge. Why not try it at once?

Inland
Type
Foundry



217-219
Pine Street
Saint Louis

Do you sell Your products Abroad?

Perhaps you do not know the concern best equipped to handle your goods outside the United States and Canada.

Exhibition Rooms New six-story and basement corner building in the heart of the printing district. Fitted throughout for the purpose of showing to advantage our goods to the printing and kindred trades. All machines run by electric motor power. Floor space 14,500 square feet.

Erecting and Repairs A thoroughly equipped repair shop, a staff of seven skilled American machinists and a corps of competent fitters, place us in a position to give satisfaction to our customers.

Our Object To supply everything connected with the printing trade, to handle the best and to hustle hustling American machinery outside of American territory. We desire to be up to date. If you are not represented abroad, and desire to be, we should be pleased to hear from you.

**For Great Britain, Colonies and Dependencies,
we own the Sole Rights for**

| | |
|-----------------------------|----------------|
| The Campbell Co's | " CENTURY " |
| " " " | " NEW MODEL " |
| " " " | " MULTIPRESS " |
| The Miehle Co's | " MIEHLE " |
| The Duplex Co's | " COX DUPLEX " |

We are also Sole Selling Agents for

| | |
|------------------------------------|-------------------|
| F. Wesel Mfg. Co., | New York |
| Ault & Wiborg, | Cincinnati |
| Latham Machinery Co., | Chicago |
| Challenge Machinery Co., | " |
| James Rowe, | " |
| Geo. W. Swift, Jr., | Bordentown, N. J. |

LOOK!—We have Branches at Paris, Amsterdam, Stockholm, Berlin, Milan, Madrid; Sydney, Melbourne, Adelaide, Wellington (Australasia), Cape Town (S. A.), and Calcutta (India).



THE PRINTING MACHINERY CO., Ltd.

(Formerly CONDOR AGENCY, LTD.)

Capital, \$1,250,000.00.

TUDOR AND JOHN CARPENTER STS. (Show Rooms and Offices),
5 BRIDEWELL PLACE (Repairs and Packing).

LONDON, E. C., ENGLAND.

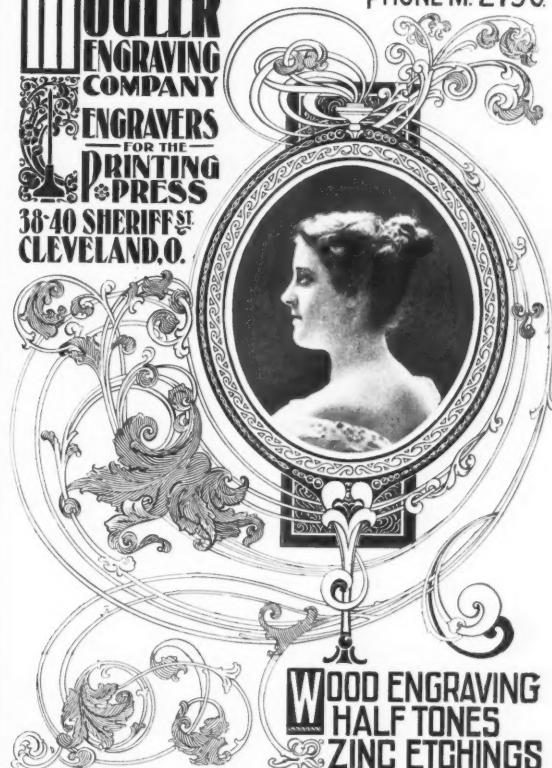
Three in One...

HOERNER'S COMBINATION SHUTEBOARD AND TYPE-HIGH MACHINE may be used as a SHUTEBOARD, a TYPE-HIGH MACHINE, or a MITERER. Strong and Rigid—all iron and steel. Send for illustrated circular.

Manufactured by THE CHALLENGE—
MACHINERY CO., 2553 Leo Street, CHICAGO.

FOR SALE BY
DEALERS ONLY.

**MUGLER
ENGRAVING
COMPANY**
**ENGRAVERS
FOR THE
PRINTING
PRESS**
38-40 SHERIFF ST.
CLEVELAND, O.



PHONE M. 2790.

“PERFECTION” No. 4

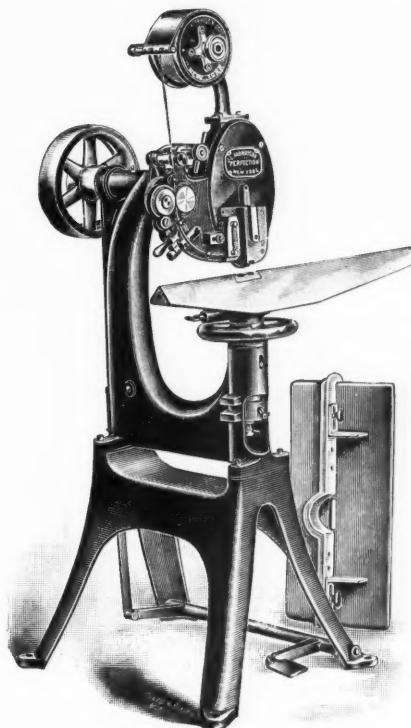
Special Features.

Improved Spring Roll Wire Feed,
Improved Patented Feed Gear,
Improved Wire Cutting Devices,
Improved Patented Staple Sup-
porter,
Extra Large Saddle
(15-inch Drop),
Extra Large Table
(12-inch Back Space).

**SIMPLE
RAPID
NOISELESS**

Built to wear, and the cheapest
machine in the world of its ca-
pacity.

*Capacity, Two Sheets
To One-half Inch.*

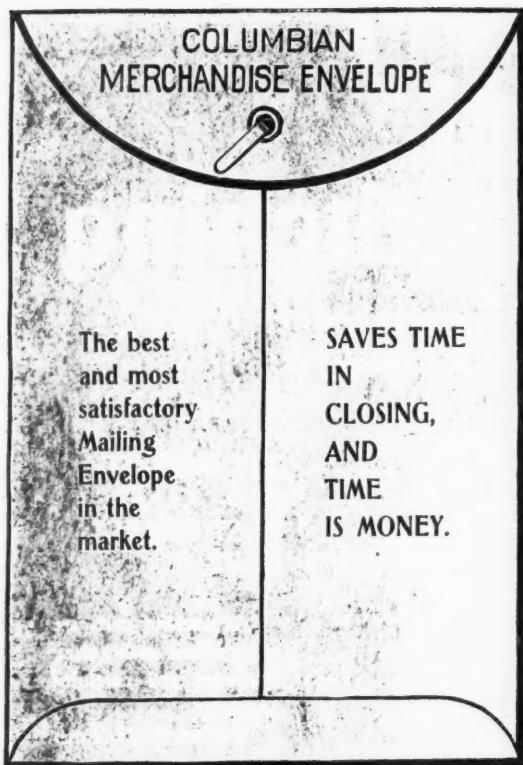


HE instant recogni-
tion and quick
sales given this
machine (No. 4)
by the trade generally is proof
“positive” of its being “up to,
and beyond, the high stand-
ard” of our well-known “Per-
fection” Wire Stitchers.

Intending purchasers will
consult their best interests by
a careful examination of this
machine at work. For further
information, address

**The
J. L. Morrison
Company**

60 DUANE ST.
NEW YORK.



Samples and Quotations sent on application.

Columbian Merchandise Envelope

MANUFACTURED BY

United States Envelope Co.

WORCESTER, MASS.
SPRINGFIELD, MASS.
HOLYOKE, MASS.

HARTFORD, CONN.
ROCKVILLE, CONN.
MILWAUKEE, WIS.

XXXX PURE JUTE MANILA

In which there is not a particle of Wood Pulp.

THREE DON'TS to remember in buying Merchandise or Mailing Envelopes.

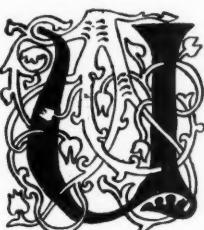
- I. DON'T use anything but the best Merchandise or Mailing Envelope, and the best is the "COLUMBIAN."
- II. DON'T fool yourself about cheap goods. A good article in any line of goods costs more than a mongrel.
- III. DON'T spend good money for paper, printing, binding, postage, and clerk hire for mailing, and then risk the miscarriage of the whole thing by a false economy which prompts the use of a poor envelope because it may be a few cents per thousand lower in price. That few cents difference in cost between the poor article and the good is relatively a small factor in the total cost, but may be a large factor in the result.

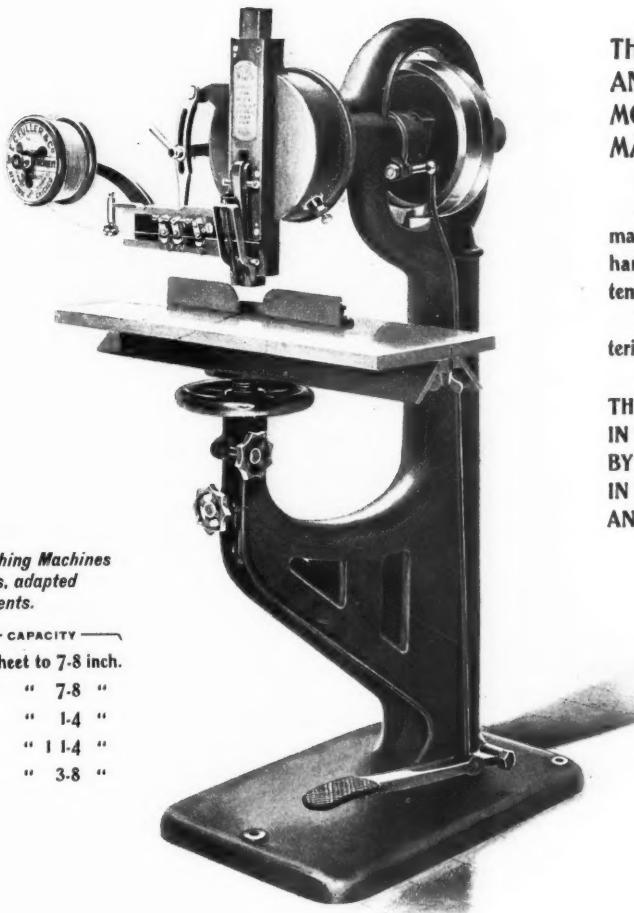
| | |
|---------|-----------|
| 17 x 22 | — 16 lbs. |
| 17 x 28 | — 20 lbs. |
| 19 x 24 | — 20 lbs. |
| 19 x 30 | — 24 lbs. |

CARRIED IN STOCK IN

PINK
BLUE
BUFF
LAVENDER
AZURE
MOSS GREEN
CREAM
WHITE WOVE

PARSONS PAPER CO.
HOLYOKE, MASS.

The  **Universal
Wire Stitching
Machines.**



**THE SIMPLEST
AND
MOST PERFECT
MADE.**

All working parts are made of best quality steel, hardened and carefully tempered.

Workmanship and material guaranteed.

THOUSANDS
IN USE
BY BEST HOUSES
IN THIS COUNTRY
AND ABROAD.

*The Universal Wire Stitching Machines
are built in five sizes, adapted
to all requirements.*

| <hr/> CAPACITY <hr/> | | |
|----------------------|--------------|-----------|
| No. 1 (Double Head) | one sheet to | 7-8 inch. |
| 2 | " " | 7-8 " |
| 3 | " " | 1-4 " |
| 4 | " " | 1 1-4 " |
| 5 | " " | 3-8 " |

No. 4 UNIVERSAL uses Flat and Round Wire, has Flat and Saddle Tables. Capacity, 1 sheet to 1½ inches.

E. C. FULLER & CO.

Chicago Office,
279 Dearborn Street.

28 Reade Street,

NEW YORK.

We do
DESIGNING,
ILLUSTRATING,
WASH
DRAWING
PEN
DRAWING,
COLOR WORK,
LABEL WORK
BILL AND
LETTER
HEADINGS,
CARDS,
DIPLOMAS,
BOOKLETS,
CATALOGUES,
ARTISTIC
ADVERTISING.

MDCCXCIX
S. C.
J. C. LEYENDECKER - 99

ROSENOW & COMPANY
ENGRAVERS CHICAGO

We make
HALF-TONES,
ZINC ETCHINGS,
WOOD CUTS,
WAX
ENGRAVINGS,
METAL PLATES,
BRASS PLATES,
ELECTROTYPE.

WE DO THE VERY
HIGHEST GRADE
OF WORK.
GIVE US A TRIAL.

373 DEARBORN
STREET.
LONG-DISTANCE
TELEPHONE,
HARRISON 130

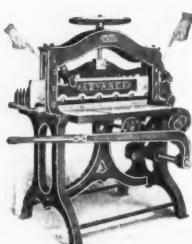
Quality Right, Price Right.

Embody these two important features in one machine and there's not much more to be desired. The ADVANCE CUTTER, however, has many other advantages to recommend it.

The "Easy Lever" and shear cut make the best combination for easy and accurate cutting of paper. Gibs and set-screws for taking up all wear of knife-bar make it the most durable cutter ever offered.

Descriptive circular for the asking—tells about these and other great features of the ADVANCE.

Manufactured by **THE CHALLENGE—
MACHINERY CO.,
2553 Leo Street, CHICAGO.**



ADVANCE LEVER CUTTER.

FOR SALE BY
DEALERS ONLY.

BARGAINS IN REBUILT PRESSES.

(All machines needing repairs are not merely "overhauled"—a very elastic expression—but are *thoroughly rebuilt*.)

Our list of Secondhand Machinery includes the following Presses:

TWO-REVOLUTION PRESSES.

COTTRELL & SONS—35 x 52, two-roller, air cushions, governor, tapeless delivery, etc.; rack and cam distribution.

CAMPBELL—Job and News, two-roller presses. 41 x 56, rack and screw distribution, front fly delivery. 32½ x 47, rack and screw, rear fly delivery; has 3½ fold folder attached.

HOE—Four-roller, box frame, 35 x 51, six years old, in first-class order f.o.b. city in Western Pennsylvania.

DRUM CYLINDERS.

POTTER—34 x 52, two-roller.

WHITLOCK—41 x 52, two-roller, air-springs, table distribution; first-class condition—not rebuilt.

BABCOCK "STANDARD"—22 x 26, two-roller, air springs, tapeless delivery, patent back-up.

COTTRELL & BABCOCK—29 x 42, air springs, two-roller, rack and screw distribution. 24 x 30, four-roller, air springs, table distribution.

SEVERAL HOE AND TAYLOR THREE-REVOLUTION PRESSES—Some with air, others with wire springs. Sizes from 32 x 46 to 41 x 60 inches.

COX COUNTRY—Stop-cylinder, 34x49, two-roller, front tapeless delivery.

TWO HOE DOUBLE CYLINDER PRESSES—One six and one seven columns, with folders.

ROTARY WEB PRESS.

HOE—with capacity of 24,000 4-page, 12,000 8-page papers an hour; six or seven columns to page, complete with stereotyping outfit, appurtenances and extras. In first-class condition. A bargain at 25 per cent of its cost. Used only a short time comparatively.

FLAT-BED WEB PRESSES.

DUPLEX—Old style, without reciprocating cylinders, good as new, guaranteed speed 2,500 per hour, perfected 4-page or 6-column 8-page papers. A bargain.

Similar to above for 7-column folio.

Q—4-page press in prime condition.

QQ—4, 6 or 8 page press, rebuilt with improvements.

STONEMETZ HAND-FEED SIX-COLUMN QUARTO FOLDER—3 and 4 fold, with paster and trimmer.

BROWN FOLDER—6-column, with attachments for back delivery press.

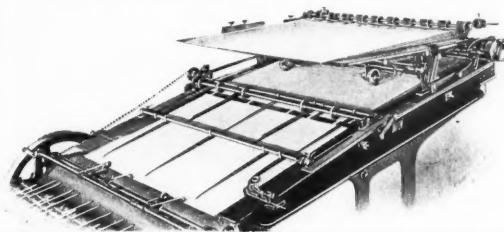
For further information write

DUPLEX PRINTING PRESS CO., Battle Creek, Mich.

Or, P. E. DOWE, Agent, Bedford Park, N. Y. City.

The Standard Paper Feeder

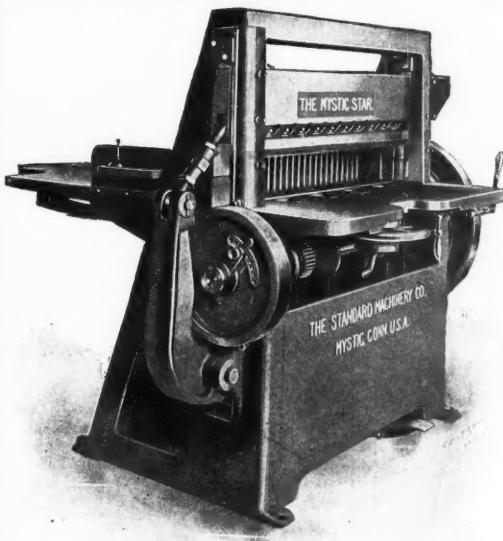
“The Feeder that Feeds”



A simple and practical machine that may be mounted on the feed-board of any press. Speed limited only by that of press.

Write for information.

The Mystic Star Self-Clamping Paper Cutter



“The Up-to-Date Cutter”

The strongest, speediest, surest and safest cutter in the market. Will do any kind of work possible on the best hand-clamp cutter, and do it quicker.

Circular on request.

THE STANDARD MACHINERY CO.

SUCCESSORS TO GEO. H. SANBORN & SONS

277 DEARBORN ST., CHICAGO

CHAS. N. STEVENS, Western Manager

38 PARK ROW, NEW YORK

Works—Mystic, Conn.

LAMBERSON SHERWOOD, Manager of Sales

Geo. H. Benedict & Co.

Engravers & Electrotypers

**HALF-TONE,
ZINC-ETCHING,
MAP, WOOD and
METAL ENGRAVING.
DESIGNING
ETC.**

**175-177 So. CLARK St.
CHICAGO.**

THE IMPRINT
BENEDICT, ENG. CHI
ATTESTS
EXCELLENCE.

Investigate the Assortment,
Compare the Quality,
Consider the Prices
...OF...

STANDARD BLANK BOOKS



WE HAVE SELECTED THE CELEBRATED PAPER

"WESTLOCK"

as made by the Keith Paper Co., to put into many of our high-grade books, and, to the best of our knowledge, we have yet to hear any complaint. The makers guarantee the paper, so we can and do guarantee every book.

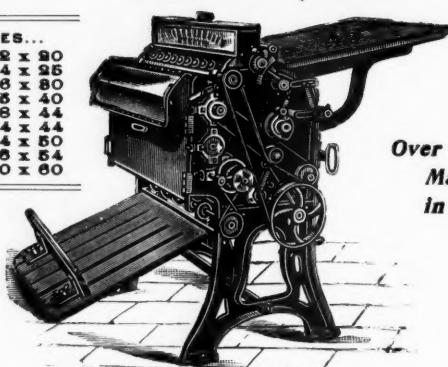
BOORUM & PEASE COMPANY,
MAKERS FOR THE TRADE ONLY,
101-103 Duane Street, NEW YORK CITY.

NEW YORK CITY.

**THE EMMERICH
Improved Bronzing and
Dusting Machine**

SIZES...

| | | |
|----|---|----|
| 12 | x | 80 |
| 14 | x | 85 |
| 16 | x | 80 |
| 28 | x | 40 |
| 28 | x | 44 |
| 34 | x | 44 |
| 34 | x | 50 |
| 36 | x | 54 |
| 40 | x | 60 |



Over 1,500
Machines
in use.

SPECIAL BRONZING MACHINES are made for bronzing heavy paper stock, such as Photograph Mounts, Mats, etc.

We also manufacture an excellent Roughing Machine, for embossing tablet covers, etc.

**EMMERICH & VONDERLEHR,
191-193 Worth St., New York.**

Write for Prices and Particulars.

THE HUBER

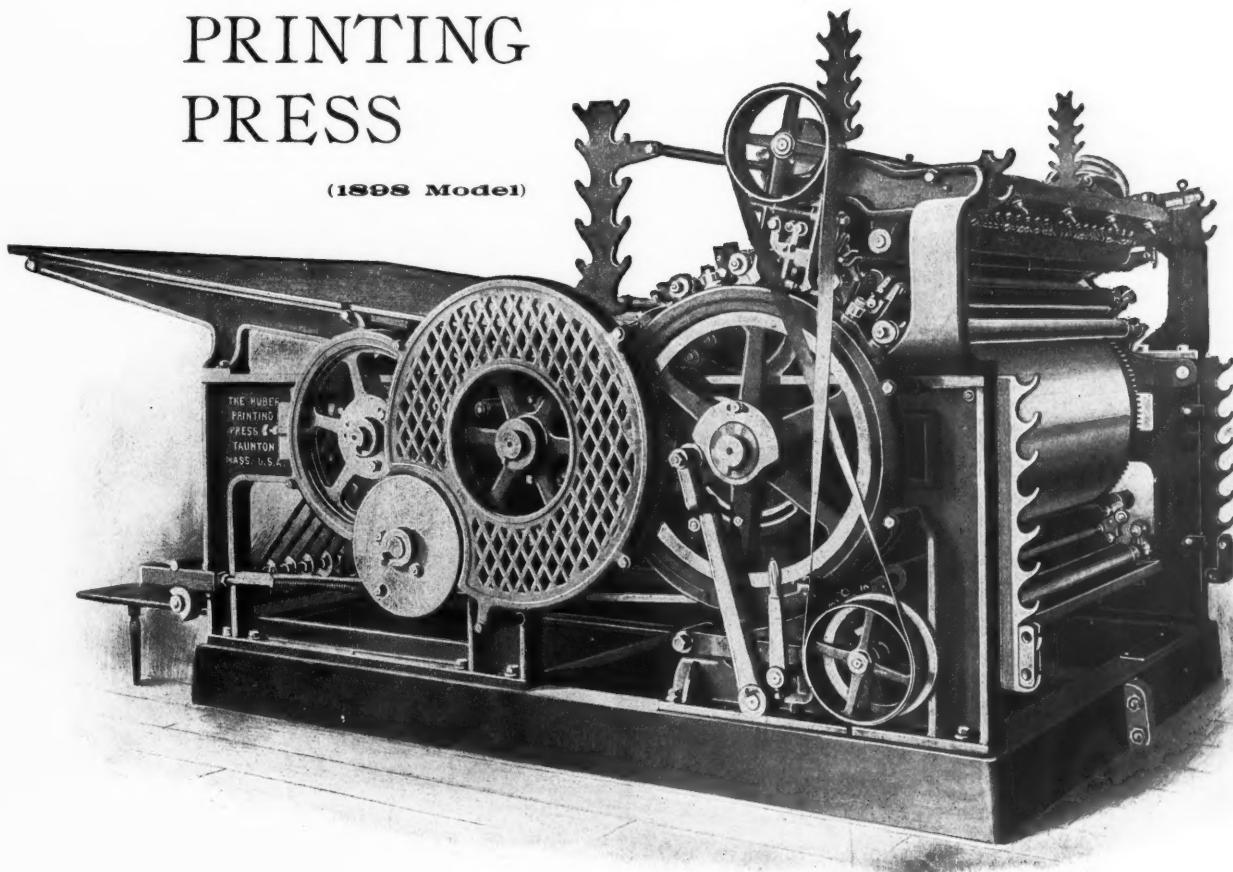
ROTARY LITHOGRAPHIC PRINTING PRESS

(1898 Model)

FOR
PRINTING FROM
ALUMINUM



THE RESULT OF TEN YEARS'
EXPERIENCE



An entirely new feature in Rotary Printing, the grippers closing gently on the sheet, which gives a perfect register without reducing the production.

SPEED, 1,500 TO 2,000 PER HOUR.

HARRIS & JONES,

Agents for the Pacific Coast :

HADWEN SWAIN MFG. CO., 215 Spear St., San Francisco, Cal.

102 WESTFIELD STREET,

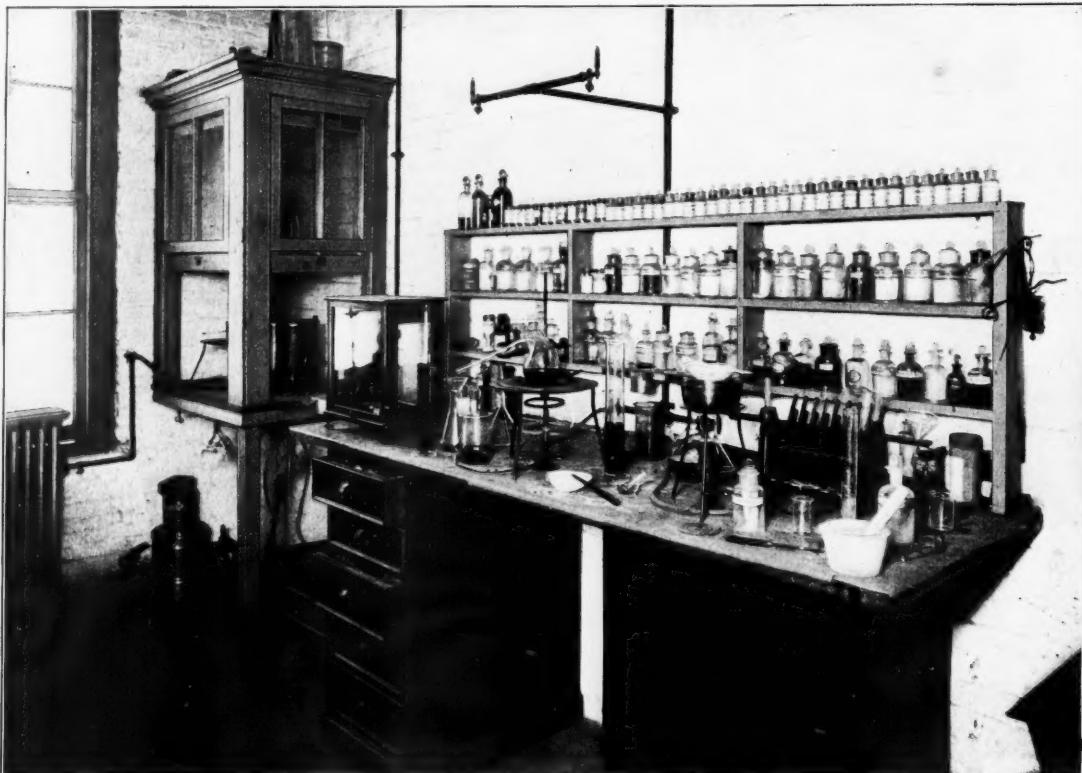
Agents for France, Germany and England :

LEMERCIER & CO., 44, 46 and 48 Rue Vercingetorix, Paris, France.

PROVIDENCE, R. I.

Send for Catalogue giving cuts and full description of press.

NO GUESSWORK ABOUT ULLMAN'S INKS



VIEW IN OUR LABORATORY.



ALL our inks are made from our own dry colors, varnishes, dryers, etc., according to *exact formulas*, shown by experience and *scientific research* to be correct. We can not only make the most suitable ink for each purpose at the lowest possible price, but can make some more just like it, when you need it again.

SIGMUND ULLMAN CO.
PRINTING INK MAKERS
146TH STREET AND PARK AVENUE, NEW YORK.

SOME SURPRISING RESULTS!

WE have for some time been recommending the Porter Patented Extension Front Cabinet as the most strongly built and most economical printers' cabinet ever offered to the trade. Hundreds of these cabinets are now in use in the best offices in the United States, England, France and Australia. The testimonial of their worth printed below is a working illustration of their value:

BOSTON, MASS., January 28, 1899.

THE HAMILTON MFG. CO., Two Rivers, Wis.:

Gentlemen.— Before a new device for printers is put on sale by us, it is first tested in our foundry printing office, and if it meets the exacting requirements of our printers, we feel safe in endorsing its practicability. It may gratify you, therefore, to know that we have a framed card suspended from the group of Porter Cabinets in our printing department, reading "These Porter Extension Front Steel-Run Cabinets contain 960 full-size cases, giving a type-holding capacity of about 1,500 complete fonts. They occupy, ample working room included, a floor space only 15 FEET SQUARE." It is a working printing office endorsement, from a practical standpoint, and I am glad that we can offer such an object lesson of their worth to the master printer. Cordially yours,

J. W. PHINNEY,
Manager The American Type Founders Co.

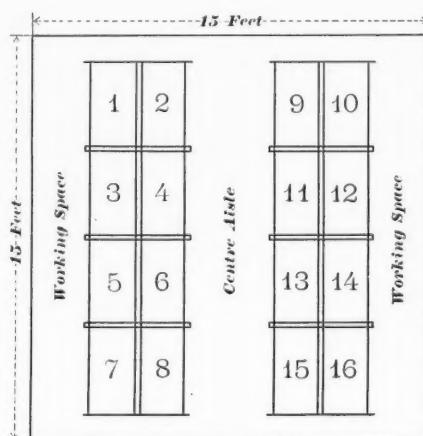
Just pause and think what this means. It represents 225 square feet of floor space—including ample working space; occupied by sixteen Porter Cabinets, each holding sixty full-sized cases, an average of four and one-half cases to the square foot of floor space occupied.

It represents a storage capacity of six and one-half fonts of type to the square foot of floor space occupied—working room included.

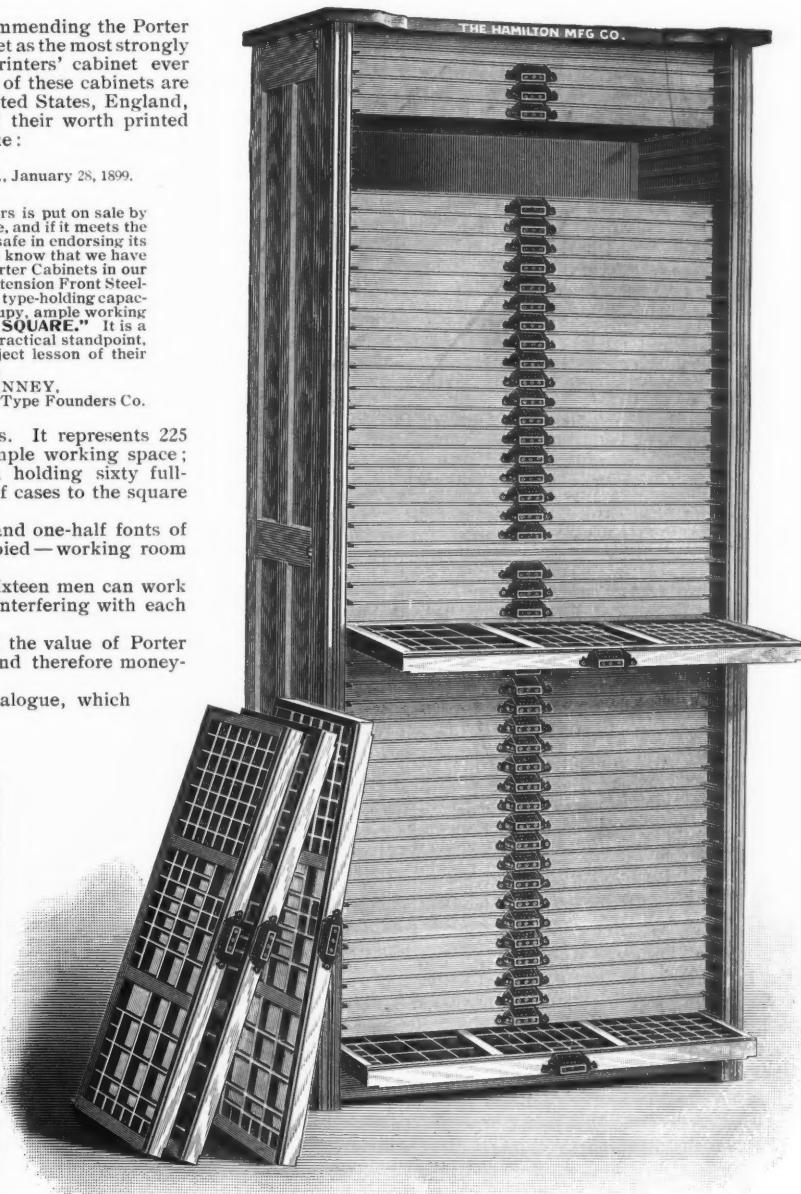
The space occupied is not crowded. Sixteen men can work at the cabinets at the same time without interfering with each other.

Could there be a better illustration of the value of Porter Cabinets as space-savers, rent-reducers, and therefore money-makers?

Send for our complete Illustrated Catalogue, which fully describes the Porter Cabinets.



Plan illustrating the arrangement of 16 sixty-case Porter Cabinets in a space 15 feet square.



NO. 4 PORTER STEEL-RUN CABINET.

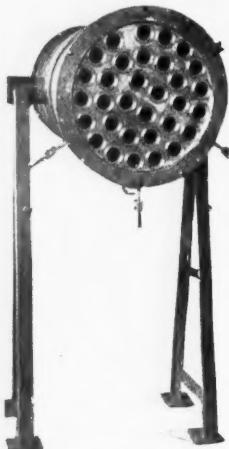
THE HAMILTON MFG. CO.

All dealers carry Hamilton Goods in stock.
Ask for them. Look for our stamp. Every
article we make bears it. ***It Is a Guaranty
of Excellence.***



Main Office and Factory, . . . TWO RIVERS, WIS.
Eastern Factory and Warehouse, MIDDLETOWN, N. Y.

HEADQUARTERS FOR WOOD TYPE.



**ROLLER
MOULDS**
**ROLLER-
MAKING
MACHINERY**

Complete outfits furnished.

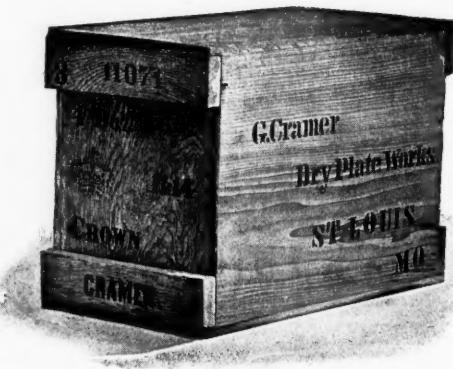
**MOULDS ARE
GUARANTEED
TO BE TRUE.**

This Gun contains 32 2-in. x 72 in.
Patented Moulds.

Estimates furnished for large or small outfits and
for single moulds.

JAMES ROWE
76 West Jackson Street, - - CHICAGO.

THE PRINTING MACHINERY CO., LTD.
5 Bridewell Place, Exclusive European Agent, LONDON, E. C.



New York Depot: 32 East Tenth Street.

CHICAGO ROLLER CO.



**PRINTERS'
ROLLERS**

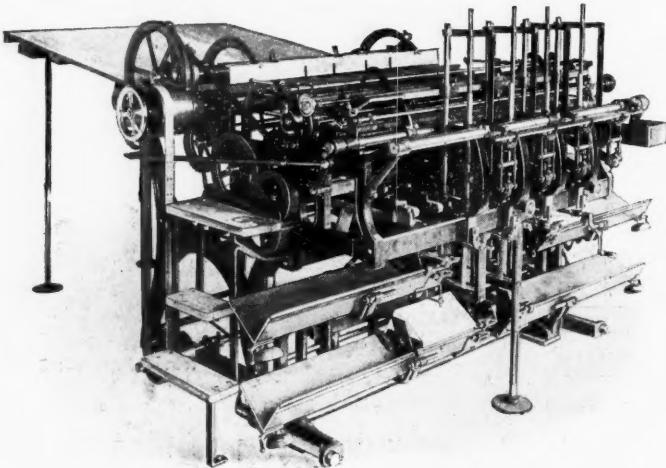
AND TABLET COMPOSITION

Telephone...
Main 2926

84 Market Street, Chicago

**EDGE-GUIDE DROP-ROLLER FOLDING MACHINES
WITH AUTOMATIC POINTING ATTACHMENT.**

We Guarantee
Satisfaction.



The Chambers Four-16 and Two-32 Drop-Roller Machine.

E. C. FULLER & CO., Agents,
New York and Chicago.

CHAMBERS BROTHERS COMPANY,
FIFTY-SECOND STREET, BELOW LANCASTER AVENUE,
PHILADELPHIA, PA.



American design, original composition,
representing three important periods of
American History.

COPYRIGHTED.

DEEP REFLEX BLUE, 351-78.
BUFF TINT, 620-96.
GOLD INK, 592-30.
RED, 333-00.



At the close of the nineteenth century, Ault & Wiborg's Inks stand pre-eminent above all competing inks. For the past twenty years they have been used by the best printers in America, because of their uniformity and superiority. * These Inks are without an equal. They have ALWAYS been the most reliable and best-working inks produced,

H Nineteenth Century Development

The Best Inks Make the Best Printers
Ault & Wiborg's

and may well be referred to as a "Nineteenth Century Development." THE ALMOST UNIVERSAL USE OF AULT & WIBORG'S INKS BY THE BEST PRINTERS IS CONVINCING EVIDENCE OF THEIR HIGH QUALITY.

LIGHT RED, 448-80.

LIGHT REFLEX BLUE, 349-30.



From wash drawing by Louis Braunhold.

AN ILLUSTRATION FROM "ON GENERAL NELSON'S STAFF."

By courtesy A. C. McClurg & Co., Chicago.

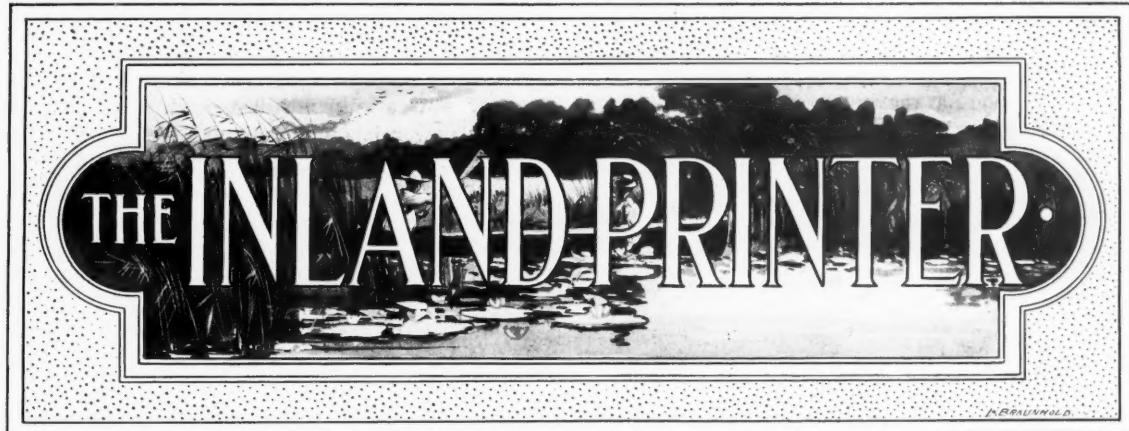
Photo-grain process by
GRANULAR REPRODUCTION COMPANY,
Chicago.



From photograph of painting by E. Delacroix.
Overlaid by Dittman Process,

THE BATH.

Photo-grain process 19
GRANULAR REPRODUCTION COMPANY,
Chicago



THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XXIII. No. 5.

CHICAGO, AUGUST, 1899.

TERMS { \$2 per year, in advance.
Foreign, \$1.20 per year extra.

THE PRINTER'S BINDERY.

NO. I.—BY A BINDER.



EVERY printer may not believe it, but it is true, nevertheless, that under skilled hands a book may be fairly bound without tools or machinery. Book-sewing has been managed by stretching the twine over the back of a kitchen chair, the trimming being done with a jackknife, and a handsome binding turned out of a bootleg. So it is that a small bindery with only the simplest hand machinery may successfully compete along certain lines with its more pretentious neighbor. When equipping such a plant, strict economy should be observed, yet every machine should be good and work true, and every tool should be the best of its kind. A master of his trade never uses a poor tool—all the more reason that one less skilled should have the best implements obtainable.

The first consideration should be the kind of binding to be handled, for the varieties of binding are many, and as this is an age of specialists one should combat the temptation to embrace too many branches. The binder who devotes all his energies and ingenuity to one class of work will achieve a greater success, make more profit and a better reputation than the one who reaches for every job that comes within sight. Send the occasional blank jobs to a blank-book binder—the profit, though small, will be certain and the job more satisfactory to your customers.

For the small bindery there is plenty of work for which it may safely compete with its larger rivals. Special cloth and leather bound editions of from one hundred to one thousand, such as town and county reports, and year books, club by-laws, insurance

work, and fine catalogues, pamphlets, four leaves wire-stitched in a single section, or wire-stitched, covered with cloth and cut flush. There are also the magazines and innumerable small jobs to rebind and repair—difficult to make profitable, yet an inevitable part of the binder's business—padding, gluing, cutting, down to mending the family portmanteau.

Of importance is the layout or plan of the shop so that all work may be done in the proper place. We will suppose that the bindery is to occupy a half

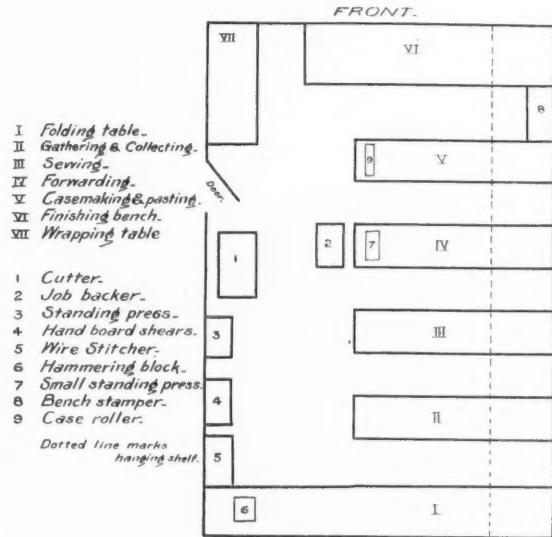


DIAGRAM OF BINDERY.

floor, 25 by 35 feet. This is very small, necessitating care in its arrangement and economy of space. In time the whole floor may easily be occupied, but this space is ample in which to make a beginning. By referring to the diagram the general arrange-

ment can be easily understood. The work should progress from the flat sheets at the folding bench to the finished book at the front, so as to avoid as much as possible carrying work up and down the room. It would be well to have the back table run the full width of the shop and be four feet wide, while the other tables may be built of fourteen-foot pieces and



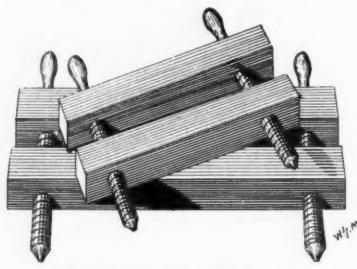
JOB BACKER.



BOARD SHEARS.

three feet wide, with three-foot aisles between. The next table is devoted to gathering and collecting. No. 3 is the sewing table, where also maps and inserts are pasted in their proper place. No. 4 is the forwarders' table, where the lining sheets are pasted on, the backs tipped with glue, for cutting, and the books rounded and backed ready for the covers. Table No. 5 may be used for casemaking, covering, siding, easing-in, etc., and No. 7 is the finishing table, where the work is completed.

At table No. 7 the books may be wrapped and packed for shipment. Along the wall side of the shop, running from front to back, should be a hanging shelf, as low as can be hung without cramping the space underneath. This shelf is to store away stock and work temporarily set aside, so that the valuable floor space may be always kept clear. The tools and machines required are but few, it being



WOODEN SCREW PRESSES.

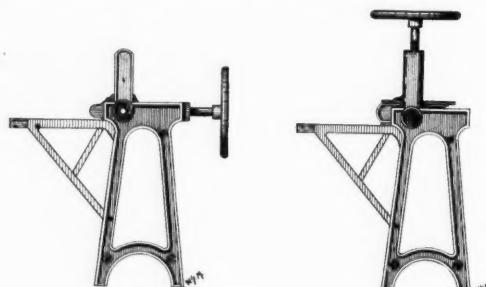
well at first to provide only such as are absolutely necessary.

As every printing office has a cutter, the cost of this important machine will be saved in most cases. If a cutter is bought, do not take one secondhand to save expense. It will be doubly dear in the end. Buy one new, and make the dealer extend the time of payment, if necessary. While an automatic clamp is useful for quick, cheap work, a hand clamp is

more accurate, and in the hands of a quick operator will turn out plenty of work. The question of a hand or power cutter will depend, of course, on whether power is obtainable or not. Many small binderies are operated without power.

The next essential is a job backer. This machine is handy in so many ways that it is well-nigh indispensable to the small binder. Backing, sawing out, finishing, and even edge-gilding are done on the job backer. And yet many small binderies are run without one, using in its place the simple wood screw press shown in the illustration. It would be well to provide several of these in any case, as they are very useful. Still another job backer is made that is convertible into a small standing press, greatly increasing the usefulness of the machine. The table is tilted, bringing the wheel and clamp into an upright position, and locked by a screw at the side, so that a few books, pasted plates or other matter may readily be put in press over night.

By cutting the boards on a cutting machine a hand board shears may be dispensed with, but this



CONVERTIBLE JOB BACKER AND STANDING PRESS.

is a strain on the cutter, dulling the knife quickly, so that, if possible, the board shears should be provided. There are many designs, each maker's differing slightly, but all working on the same principle. Some have an attachment whereby narrow work may be cut, which is a considerable advantage.

(To be continued.)

Written for THE INLAND PRINTER.

DISCRIMINATION IN THE USE OF WORDS.*

NO. XXIII.—BY F. HORACE TEALL.

ONE of the recommendations given in "Slips of Tongue and Pen," a little book treating of common errors in language, reads, "Prefer 'land' to 'real estate.'" It is not a good recommendation. Real estate is land and improvements, including buildings, or it may be or include land without improvements, though for the land alone it is better to say "land." Richard Grant White objects to "real estate," and C. W. Bardeen, in "Verbal Pitfalls," says that, though harped at by some critics, it may be considered legitimate. In speaking of assessing for taxation the large build-

* Copyrighted, 1897, by F. Horace Teall. All rights reserved.

ings called "sky-scrappers" in Chicago and New York, one can hardly believe that even those who unqualifiedly express a preference for the use of "land" rather than "real estate" would apply their own recommendation. It would be absurd to speak of assessing the value of the land in such a case, as it is the building that is taxed, not the land, and the right name for such property is "real estate."

While recollection and remembrance are similar in their result, recollecting and remembering are really distinct. How far it may be necessary or advisable to separate them in using the words must be determined for each person by himself only. But to the careful speaker "recollect" will always mean to collect again in the mind, as something that is for the time forgotten, or at least not present to cognizance without an effort of thought; and "remember" will mean to have so plainly in mind that no effort is needed to recall the object. The distinction is not always made, and it is doubtful whether any person could tell positively, in any but the most obvious instances, whether another had really used the word intended or not; so that the need of attempting to draw a sharp line between the words is questionable.

Mr. G. F. Graham, in "A Book About Words," published in London in 1869, said of the verb "recuperate" that it "can in no sense be said to belong to our language." This saying is worthy of notice as an example of extreme absurdity, for the word does belong to our language, and did belong to it long before Mr. Graham wrote.

Fitzedward Hall, in "Modern English," says of the word "redaction": "A real acquisition to our language. To work up literary matter and give it a presentable form is neither compiling nor editing nor resetting; and the action performed on it is exactly expressed by 'redaction.'" This is one of the words of which C. W. Bardeen says that, though harped at by some critics, they may be regarded as legitimate. One might be excusable in supposing that the lack of frequent use had kept the word free from critical harping, for it certainly is not a familiar word, though it is a good one. Though "redaction" may be etymologically a better name than "editing" for the work indicated by it, what Dr. Hall says is not editing will probably always be called "editing," as it always has been called. In fact, if such work is not editing, we have no legitimate use for the word "edit."

In the Century Dictionary "rendition" is defined as "the act of rendering or translating," and no objection is made to the use of the word with such meaning; but another definition, "the act of rendering or reproducing artistically," is followed by the remark, "An objectionable use." The Standard Dictionary gives the two definitions, without objecting to either use, which seems more reasonable. So far as reason is concerned in such a case, surely

no real difference is perceptible. Both the definitions are really the same, for rendering is essentially the same whether done in words or in pictures. "Rendition" and "rendering" both seem somewhat objectionable, since "translation," "reproduction," or some other word will always express the meaning clearly. C. W. Bardeen objects to both words too strongly, for he says they are both indefensible, which is not true; both have been and are much used by good writers, which fact would be to many scholarly persons a perfect defense.

"Regalia" means originally emblems of royalty, but it is legitimately used for the insignia of some orders, especially of Freemasons. All the lexicographers record this secondary use, but some critics will not admit that it is a good use. Objection to it seems as unnecessary as it is futile; for the so-called error is firmly established, and rests on one of the most natural appropriations of dignity through a figure of speech.

Probably no word has been more objected to than "reliable." Many critics have said that it is not a well-made word, and of course they have given reasons that seemed irrefutable; but, unfortunately for their side of the case, the argument in favor of the word is far stronger. The word is a good one, and all objections to it have been so convincingly answered that they should never be uttered again. Here is a forcible statement of truth from the Century Dictionary: "This word, which involves a use of the suffix -able superficially different from its more familiar use in 'provable,' that may be proved, 'eatable,' that may be eaten, etc., has been much objected to by purists on philological grounds. The objection, however, really has no philological justification, being based on an imperfect knowledge of the history and uses of the suffix -able, or on a too narrow view of its office. Compare 'available,' 'conversable,' 'dispensable,' 'laughable,' and many other examples." The dictionary also says that as a matter of usage the word is shunned by many fastidious writers. Fastidiousness carried to such an extreme is dangerous, and should not be indulged. Authors cited as using the word are Coleridge, Irving, Gladstone, J. H. Newman, Leslie Stephen, and many others, including some far better qualified than any fastidious purist to be accepted as exemplars of good English.

Among criticisms worthy of note as examples of mistaken zeal is this about "renewedly," by M. Schele de Vere: "As repugnant to good sense as to patience." The author of this remark wrote two large books about English diction, the one from which the remark is quoted being entitled "Americanisms," and containing 685 pages. Many words that are repugnant to the patience of some persons are not so to others equally qualified as judges; and the one under consideration, while plainly not one of the elegant or especially well-made words of the

language, has probably been used by men whose sense of propriety is at least as acute as that of the critic. Most of the dictionaries say merely that the word is rare in use, or that it is used in the United States only; but Worcester quotes John Pickering as saying, in a book on "words and phrases that have been supposed to be peculiar to the United States," that this is a word "often used by American preachers, but not supported by good English use." Fortunately, there is not much occasion for the use of the word, and so not much need to try the patience of fastidious objectors; but when the proper occasion presents itself, "renewedly" is not repugnant to good sense.

No man could possibly write about uses of words without showing preferences and prejudices different from some of almost every other writer; but a thorough consideration of various opinions, such as ought to precede every public expression on such a subject, should at least prevent a showing of prefer-

Written for THE INLAND PRINTER.

MAKING READY ON JOB PRESSES.

NO. III.—BY CHARLES H. COCHRANE.

THE following interviews were had with well-known printers and experts in operating platen job presses:

Henry Johnson, the veteran designer of job presses, is a warm advocate of the adjustment of the impression by means of the impression screws. He calls attention to the fact that no job presses are built without them, showing a universal recognition by manufacturers that there is only one positive way of adjusting the impression. He suggests that the platens of job presses have been warped sometimes by tightening one or more of the corner impression screws without easing up the central hold-back screw. The central screw should always be loosened before turning in any of the corner screws. This difficulty was obviated entirely in the Peerless press by using two centrally placed hold-



FIVE PHOTOGRAPHIC STUDIES OF A YOUNG LADY.

Photos by Steckel, Los Angeles, Cal.

ence or prejudice unaccompanied by explicit reasons. Such consideration is not evidenced in the following, from "Word Gossip," by W. L. Blackley: "By saying 'Luther repaired to Rome,' instead of 'Luther went (or journeyed) to Rome,' we commit a blunder, sanctioned perhaps by prescription, but none the less on that account a blunder; for to repair means to return home." It is the last part of this that is unfortunate, for it is not certain that to repair means to return home. Etymologically this word "repair" is *probably* the same as Latin *repatriare*, meaning to return to one's native country, not to one's home in any other sense. It is not right, and not at all justifiable, to say that a word must mean the same as its etymon means or meant, or that it has only the sense that is made by construing its elements literally. The English language contains a large number of words that have almost if not wholly lost their literal etymological meaning. Prescription in this instance seems to be sufficient reason for insisting that the use of the word is not a blunder, although it seems that "go" and "went" might well be used in preference to "repair" and "repaired."

(To be continued.)

back screws, and mounting them with springs, so that they yielded if the corner screws were turned. Mr. Johnson is an advocate of the clam-shell style of impression peculiar to presses of the Gordon type. He deems it the duty of pressmen when instructing boys on platen job presses to show them the principle on which the screws act, and how to set them squarely for light or heavy forms. When the thing is once definitely explained to a boy of ordinary intelligence, after a week's practice and observation the boy ought to be able to adjust his impression quickly with the screws, with few changes of tympan. By the use of an ink fountain that lays the ink entirely around an extra ink cylinder, thus placing it on the ink disk in a distributed condition, it is possible to do fine work on a disk press, as one entirely gets rid of the streaks that appear under some conditions in work requiring a large quantity of ink.

Winfield S. Huson said that the theory of impression on all kinds of presses was being revised to some extent because of the innovations made by the projectors of wire tympans. It was hard for press builders to conceive that they had been wrong

in building machines heavier and heavier to get blacker and sharper printing effects at high speeds; yet it must be recognized that there exists another theory of impression, based on elastic pressure. He remarked that years ago he had seen fairly good work done on forms containing many wood cuts or electrotypes, having placed under them soft wrapping paper. The blocks or bases set into the paper wherever the impression was hardest, and after one or two printings the form acquired a level surface, from which printing could be done on wet paper without much make-ready. He had also seen good results obtained from the use of blotting paper under the tympan of a job press for bringing up illustrations without cutting overlays. For a short run the results were very fair, much better than a printer would naturally expect.

Speaking of beds being alleged to be hollow in the center, Mr. Huson said that since the custom was established of grinding beds and platens to insure accuracy, many makers of presses made a tighter fit in the center of the press than at the bearers, calculating on the spring of the metal in the machine on large forms to make up the difference. By this means less making ready is involved on heavy forms.

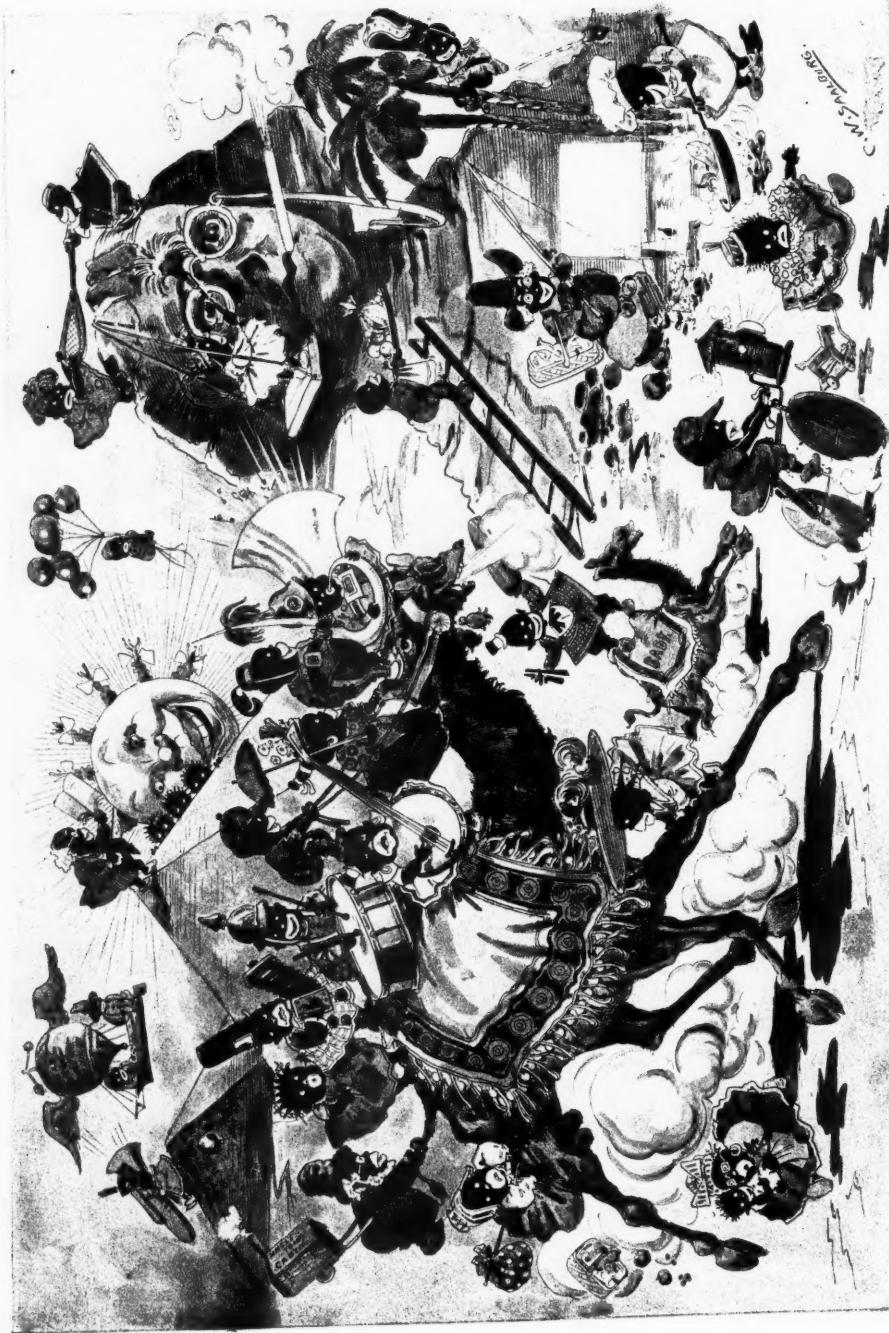
Paul Nathan, of the Lotus Press, said in substance: We have given considerable attention to the matter of speed in making ready on job presses, endeavoring to secure high-class results, without a great expenditure of time. We find that a man who gives all his time to making ready on small work, and who is trained to push things, in a few months comes to do this work at about twice the speed of the average pressman. The methods are not essentially different from those used in other offices; we simply eliminate all waste effort. We supply the job pressroom with machines having all the latest additions for convenience, so that there is the least time spent in getting impression and register. We are particular to have the men do as much of the make-ready as possible by underlaying, believing this to be the true principle. The overlays we place within the tympan, topped by hard paper. I have little advice to give those printers who use the cheapest and lightest grade of jobbers, and then wonder why they can not get results equal to the best. If they will buy machines with plenty of impressional power and sufficient distribution, and employ good pressmen, they will be able to produce printing on platen job presses that equals in quality anything that can be produced on any press. We do a great deal of color work on our jobbers, and in order to secure correct effects have to exercise extreme care in getting exact shades of paper and ink. In passing upon jobs for the press, we O. K. the color of the ink as carefully as we do the text or the number of copies.

Having his attention called to the matter of

slurring on job presses, Mr. Nathan said: Slurring is commonly the result of putting a heavy job on a light-built press, in which case the remedy is to take off the job, or resort to a soft tympan and put up with a mushy effect. Slur may occur also from an uneven setting of the corner impression screws. If the platen has been screwed up too far on one corner, so as to tilt it a little, and bearers are used on the job, the latter may resist the screws so as to secure a square impression; but as the impression is released, and the bearers cease to act, the platen is tilted on one corner by the screw, resulting in a slip across the face of the form, and a slur in the print. When the printer has difficulty in locating the cause of a slur it is well to examine the impression screws, and see if the condition described does not exist. A loose or wrinkled tympan of course invites slurring, but it is easily remedied. An old press, that has become ratty, will often slur on small forms, and this can be overcome usually by placing bearers in the chase.

A. B., a platen pressman of forty years' experience, gave his views of making ready on jobbers about as follows: Put your light jobs on the disk presses and the heavy ones on the cylinder-distribution jobbers. Do not try to run a full chase on a disk press, if the form takes much ink, for you will not get satisfactory results. Set your impression as much as possible without turning the screws, and use bearers wherever you can. For quick rush work use a soft tympan, hard on top, that is, say, twenty sheets of news surmounted with three or four of writing paper. Remember that you can cut out the tympan quicker than you can cut underlays and put them in place. I believe in starting with a fairly heavy impression and cutting out of the tympan the heavy parts, rather than starting with a light impression and building up by patches and overlays, because it is the most speedy way. Use good inks, and, if the sheets do not pull off the type readily, recollect that the nippers can be made to hold the sheet better by tying strings or placing rubber bands between them. Use a fountain on long runs, but do not bother with it on short runs. There is little need of being afraid to run your presses as fast as the boys can feed them, as the machines do not cost much, and will bear a good deal of abuse.

THE INLAND PRINTER is the finest and most practical journal for printers there is published. It is gotten out in the most elegant style known to the printer's art, and besides being a thing of beauty, is full of practical suggestions and instruction in all phases of the publishing work, from type and drawing to the finished product. One feature of the magazine that is obviously appreciated by the subscribers, from the good use they make of it, is the questions and answers in the several departments of printing work. The magazine is high-toned, clean, and helpful, and handsome enough to adorn the parlor table in any home.—*Good Health, Battle Creek, Michigan.*



From book by C. W. Shabotung.

"THE DINKIES."

Reproduced from a combination pen and wash drawing by the photo-gran process of the Granular Reproduction Company, Chicago.



[Entered at the Chicago Post Office as second-class matter.]

A. H. MCQUILKIN, EDITOR.

Published monthly by

THE INLAND PRINTER COMPANY,

212-214 MONROE STREET, CHICAGO, U. S. A.

HENRY O. SHEPARD, President.

C. F. WHITMARSH, Secretary.

A. W. RATHBUN, Treasurer.

J. G. SIMPSON, Advertising Manager.

ADDRESS ALL COMMUNICATIONS TO THE INLAND PRINTER COMPANY.

NEW YORK OFFICE: 602 American Tract Society Building,
150 Nassau street.

ALBERT MELBER, Eastern Agent.

VOL. XXIII.

AUGUST, 1899.

No. 5.

THE INLAND PRINTER is issued promptly on the first of each month, and will spare no endeavor to furnish valuable news and information to those interested professionally or incidentally in printing, engraving, electrotyping, stereotyping, bookbinding, and in the paper and stationery trades. Persons connected with any of these lines will confer a favor by sending news from their section of the country pertaining to the above trades, particularly individual theories and experiences of practical value.

Subscribers and others having questions they desire answered by letter or through **THE INLAND PRINTER** should place such queries on separate sheets of paper, and not include them in business letters intended for the subscription department. If so written they can be sent with business letters, but it is better to forward them under separate cover, marking plainly on outside of envelope the name of department under which answer is expected. Read paragraph at the beginning of each department head for particulars. Letters asking reply by mail should be accompanied by stamp. The large amount of correspondence reaching this office makes compliance with these requests absolutely necessary.

SUBSCRIPTION RATES.

Two DOLLARS per annum in advance; one dollar for six months in advance; sample copies, 20 cents each.

SUBSCRIPTIONS may be sent by express, draft, money order or registered letter. **WE CANNOT USE CHECKS ON LOCAL BANKS UNLESS EXCHANGE IS ADDED;** send draft on New York or Chicago. Make all remittances free of exchange, and payable to The Inland Printer Company. Currency forwarded in unregistered letters will be at sender's risk. Postage stamps are not desirable, but if necessary to remit them, one-cent stamps are preferred.

Foreign Subscriptions.—To countries within the postal union, postage prepaid, three dollars and twenty cents, or thirteen shillings two pence, per annum, in advance. Make *foreign* money orders payable to Henry O. Shepard. No foreign postage stamps accepted, and no attention will be paid to postal-card requests for free samples.

ADVERTISING RATES

Furnished on application. The value of **THE INLAND PRINTER** as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the twentieth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER RESERVES the right to reject any advertisement for cause.

THE INLAND PRINTER may be obtained at retail from, and subscriptions will be received by, all newsdealers and type founders throughout the United States and Canada.

Patrons will confer a favor by sending us the names of responsible newsdealers who do not keep it on sale.

FOREIGN AGENTS.

M. P. MCCOY, Phoenix Works, Phenix Place, London, W. C., England.

W. C. HORNE, 5 Torrens street, City Road, London, E. C., England.

JOHN HADDON & CO., Bouvierie House, Salisbury Square, Fleet street, London, E. C., England.

RAITHORPE, LAWRENCE & CO. (Limited), Queen street, Leicester, England, and 1 Imperial Buildings, Ludgate Circus, London, E. C., England.

ALEX. COWAN & SONS (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia, and Dunedin, New Zealand.

F. T. WIMBLE & CO., 57 Clarence street, Sydney, N. S. W.

HERBERT BAILLIE & CO., 39 Cuba street, Wellington, New Zealand.

G. HEDELER, Grimauscher Steinweg 3, Leipzig, Germany.

A. W. PENROSE & CO., 44 Rue Notre Dame des Champs, Paris, France.

JAMES G. MOSSON, Iwanowskaja No. 15, St. Petersburg, Russia.

JOHN DICKINSON & CO. (Limited), Capetown and Johannesburg, South Africa.

THE INLAND PRINTER COVER COMPETITION.

IN response to the solicitations of a large number of interested subscribers, it is proposed to enlarge the rules of the contests for cover-designs so that printers may show on their specimens pen-work facsimiles in lieu of type impressions of the foundry products. Some inquiry is made for a ruling on the matter of cuts. The ruling is therefore made that all matter is acceptable which is the product of the type founders. This will be simple and comprehensive enough to meet every requirement.

TYPESETTING MACHINES FOR DIFFERENT REQUIREMENTS.

THE INLAND PRINTER has from time to time published illustrations and descriptions of typesetting machines that were in course of construction or in an experimental stage of completion, and there was reason to believe that they would have been on the market before this, but the improvements continually being added are to some extent accountable for any seeming delay. This, however, only indicates the rapid strides being made along the line of mechanical typesetting. It is extremely interesting to study the different methods employed to produce the desired result, each having its special advantages. One creed is not sufficient for the religious world, neither will one machine quite measure up to the peculiar requirements of every printer.

CHEAP CUTS AND HALF-TONE ELECTROTYPE IN ADVERTISING.

ECONOMY is exceedingly desirable at all times, but the economy which defeats its purpose is that of the advertiser who gives to his printer the low-priced half-tones and half-tone electrotypes, expecting him to obtain the depth and brilliancy from them that the original etching showed forth. This can not be done. In a paper having a circulation of a character and extent which is influential to a marked degree in furthering the interests of the advertiser the rates are of necessity at a figure commensurate with the service rendered. Most advertisers desire to use cuts and illustrations with their advertising — this is an age of pictorial representation; but when the idea of economy provides cuts from which it is impossible to obtain adequate results the advertiser discounts his own efforts to obtain effective publicity.

BOOKBINDING FOR PRINTERS.

RECOGNIZING the difficulty that many printers experience from the lack of a little practical knowledge of bookbinding, **THE INLAND PRINTER** has pleasure in calling attention to a series of articles on the subject of bookbinding, the first of which appears in this issue. It is intended to make the series as thoroughly practical as possible and to err

rather in over-minuteness of detail than on the side of broad generalization. Without neglecting the art side of the craft there are many printers who feel that a little more dollar-making information is the prime need of the trade. It is necessary to point out to these that there is very frequently a delusive economy in attempting to do the work of the specialist. "You can buy a kitchen table very much cheaper than the village carpenter can make you one." It is, however, to be expected that the articles in question will meet a want which has been very frequently expressed in correspondence to this magazine.

NON-LUCIDITY EXTRAORDINARY.

THE sublime faith of the average country printer in the ability of the editor of THE INLAND PRINTER to answer any query connected with the art is touchingly illustrated in the subjoined letter, which is printed as literally as possible. The richness of the original is somewhat lost through our inability to reproduce the peculiarities of the type-writer employed.

Inland Printer. (Inq. Dept.)

Chicago Ill.

GENTLEMEN:—Has the prices on the order presses raised since last July, or has the discount been decreased? The Sx12 sold for \$105.00 and the 14½x22 sold for \$215.00 Have the price on Cutters raised any?

In laying a 25 lb Job Font what case would you use?

Take a 25 lb. font of 8pt roman including 5 lbs of accents of all kinds, what cases would you use?

If the Press and Cutter Mfgs. have not raised the price yet do you think they will? As iron is now up, do you think that it will go down soon or when do you think it will go down?

Copper is down now is it now, is it not? Has the price of type metal gone back to its former position? Awaiting your reply, we are

Very thankfully yours,

Although pained to expose our ignorance we are obliged to make answer to the queries as follows:

1. We don't know what "order presses" are.
2. We don't know.
3. Any old case that came handy.
4. Any cases having enough boxes.
5. We don't think.
6. We have heard that iron is going up, and we have also read that cast iron sinks.
7. Address the copper trust.
8. We can't answer.

If any reader feels that he can reply to these queries more satisfactorily, we trust he will refrain from writing to the editor and giving his views at length.

NEW YORK PRINTERS AND CRIMINAL LIBEL.

THE Hon. Joseph J. Little, ex-Congressman and president of the Typothetae of New York, is also honored by being president of the School Board for the boroughs of Manhattan and the Bronx, and president of the Board of Education of New York City. Some months ago Dr. Nicholas Murray Butler, professor of philosophy in Columbia

University, and editor of the *Educational Review*, referred to Mr. Little as an "educational mastodon," and intimated that he was influenced by "the cohesive power of public plunder." Mr. Little's reputation for integrity has never before been questioned, and as he serves the Board of Education without pay, he was naturally incensed, and demanded an apology of the publishers, Henry Holt & Co. Receiving no satisfaction, Mr. Little called the attention of the District Attorney to the article. The District Attorney presented it to the grand jury, who found true bills of indictment against both editor and publishers, and they were held under bail for trial. This indictment was subsequently dismissed, on the technicality that it was not shown to the grand jury that the alleged defamatory article was printed in the county of New York. Dr. Butler also furnished a half-hearted apology in the *Educational Review*, saying that the reference was "obviously a jocular one," and that he had never questioned Mr. Little's probity. The matter has at various times occupied much space in the daily papers of New York City, and, as they are all opposed to libel suits on general principles, few of them treated Mr. Little fairly. In order that his friends in the printing trade and educational circles might not be misinformed, Mr. Little has published a pamphlet, setting forth the main facts in the case, with this brief comment: "Years hence, what excuse could be offered in my behalf if I permitted such an assault to pass unnoticed? The publishers declining the usual courtesy of a reply, how could I refute it other than through the courts?"

Evidently the Typothetae of New York has a president who can maintain the dignity of his position as head of the printing trade and the educational bureaus in the metropolis, and his action in combating unfair assault will make it easier for other men of integrity to hold office in New York.

MIDSUMMER PRINTING AT CUT RATES.

ECHOES from the "Estimating Number" of THE INLAND PRINTER come to us from time to time in the complaints of printers suffering from the credulity of their competitors who listen to the fairy stories of shopping customers, and allow them to fix their own prices in the dull days of summer. The effort of Mr. George H. Benedict, of Chicago, to show forth the fallacy of meeting and accepting the dictation of the customer has been very successful in bringing out expressions of opinion on this point; nevertheless, persistent agitation is necessary in order to drive the lesson home. A practical experience given by one of the competitors for the Benedict prize, Mr. Charles Wright, of Des Moines, Iowa, will be appropriate in this connection. Mr. Wright says:

"I have read with great interest your 'Estimating Number,' also articles on estimating in previous

numbers, and must say they contain more good, *hard* sense than anything I have found yet. So many good practical hints and thoughts are brought out, both in the questions and answers.

"Estimating is my lot with the house I have the honor of representing, and I feel that much, and almost all, depends on the man who makes the estimation. No matter how good a manager and superintendent you may have, if your estimating clerk is not efficient and does not know how to figure the cost of an order and the profit, you might as well give up — you cannot succeed. This you all know, but one of the greatest evils that confronts us is, as Mr. Benedict has named it, 'The Fallacy of the Filler.'

"I will try and tell you in a few words of an experience I had with such an order — 'a filler.' A new customer arrived — a wholesale man — one who would need lots of printing (nice large orders), the man we were looking for, and he knew it. He was shrewd, had been there before, and had 'a filler' — said so. So, to get a fresh start with him and perhaps win him for a regular customer, I bit his bait — made 18,000 16-page 8 by 11 catalogues for \$260. In three months he had another 'filler,' but this time wanted 20,000 for same price we had made 18,000 for. He said I wasn't busy and his job would help me make expenses. I knew better, also knew I hadn't made anything on his first order, and common sense should have made me tell him so, but I took his order again, making 20,000 for \$272. Three months more and another filler appeared as before. This time he must have 22,000 for \$260 (my first price for 18,000). He said in a very cute and cunning way that I had had the order twice, and ought to know just what it cost (and I did know it, too), and as a filler it would tide me over another month, and just once more I was weak enough to give in.

"But I got \$284 for the 22,000. Now all this time I have been manufacturing fillers, beating myself, beating my competitors, and demoralizing my trade and prospects — making absolutely nothing but fillers for my customer, and a fool of myself. I have made nothing on his small orders, because he said, 'You have had all the large orders and I must have very low prices for this small work.' He has just been around again, but I was determined this time that it should be more of a pocket 'filler,' and charged him only a fair margin over the actual cost; my price was \$320 for 22,000.

"But he was equal to the occasion. He quietly went next door to a close and hard competitor of mine, and told him his bright story of his 'filler,' and that I had done it for him three times for \$260, and had *made money* on it. My competitor made a few figures, looked wise, and told him he would do it for \$245. After a few moments' hesitation my new customer — my loved customer, the one I had

been so true to — said to my competitor, 'You may order the paper. We will have copy ready Monday, and you must have some of them for us in at least ten days.' A rush job at a 'filler' price. My customer had left me.

"But we have an association now that is a dandy. Though only an infant, we derive much good from it; meet once a week and call the man down who is making 'fillers' and cutting prices. We have raised our prices on small work, such as letter-heads, note-heads, envelopes and bills, and all charge a regular price, every man the same. The result is — less running around after prices, and less making of estimations.

"It is getting to be a common thing now for a man to come in and leave his order without getting price. We can blame no one but ourselves for our folly, but when we are called to a halt and see it as it really is, if we don't turn squarely around and reverse things, things will reverse us and we will suffer for it.

"I am not a believer in trusts and combines, nor do I believe in a man fooling his whole life and all his money away foolishly. Let each city form an association; get together as friends, as we have, and make up a fair, living scale of prices. Be honest with your competitors and you will be honest with yourself. It will take a great deal of faith and perseverance, but they are easier made and there is more money in them than in fillers."

MAINTAINING PRICES IN NEW YORK.

THE Typothetæ of New York has been quite active of late in discussing ways and means of securing prices in keeping with the increased cost involved with the shorter workday. A largely attended evening meeting was held, at which the general opinion was developed that nothing but education of the master printers themselves would improve the situation. A Committee on the Maintenance of Prices and Improvement of the Printing Business was appointed, being made up of Paul Nathan (chairman), Theo. L. De Vinne and J. Clyde Oswald. This committee reported at the June meeting of the New York Typothetæ, and Mr. Nathan read a paper entitled "Business Education for Printers." In this he said: "It is because the ranks of employing printers are regularly filled by men untrained in business methods that prices are made too low. The beginner has often seen the prices given on work that he has done, and noted that the proprietor charged, say, \$12, for work that he — the workman — performed for \$4 or \$5, and he has assumed that almost all the difference went into the proprietor's pocket, and that if he started a printery he could take such work at a dollar or two less, and yet earn one-half more than as an employe. With printing enough to keep five or six men busy he has calculated that he can pocket the wages of two men

or more. This would-be proprietor seldom figures on dull times, but always sees the rosy side, and thinks that his presses will never be idle, or his customers fail to pay their bills. This is not at all an overdrawn case. It is the most usual condition of mind and knowledge of the young men who start in the printing business for themselves. It is a dangerous state of mind because it is an ignorant one that wots not of its ignorance."

Much is to be hoped from the campaign of education thus begun among the New York printers. In time the *Typhothetæ* will probably issue literature showing printers how to get at cost and how to estimate without losing money. This work has already been begun in the Philadelphia *Typhothetæ*, and was inaugurated in Cincinnati ten years ago.

THREE MILLION DOLLARS' WORTH OF PRINTING.

THE importers of New York and other cities bring in an enormous quantity of samples annually, consisting of laces, dress goods and fabrics of all kinds. These are bound up in little paper books, and in many cases the binding and printing are of the most elegant character. The number of these importers' sample books coming in at the port of New York is so great that the printing and binding involved amounts to \$3,000,000 annually, and the whole of this work is done abroad. It would be done in this country were it not that the sample books are admitted free, as being of no commercial value. Recently it occurred to the appraiser at the port of New York that these articles were dutiable, and he levied a duty on certain sample books as a test case. Of course the importers strenuously fought the application of a duty on the sample books, and the appraiser, looking for indorsement of his course, brought the attention of Mr. Paul Nathan to the matter, and asked if the printing trades were not interested in having a duty levied on the books, thus insuring the books being printed and bound here (as the samples were undoubtedly free of duty if brought in loose). Mr. Nathan at once saw the importance of the matter, and that the amount of printing named could be brought to the city of New York if the duty could be held upon samples made up in books. He therefore caused a resolution to be brought before the *Typhothetæ* of New York setting forth the injustice of admitting sample books free of duty, and requesting the Board of United States General Appraisers to indorse the action of the appraiser at New York, and thus make the duty permanent. Of course the *Typhothetæ* passed the resolution, and it was forwarded to the Assistant Secretary of the Treasury, at Washington. The result was a report by the United States Board of Appraisers favoring the admission of the sample books free of duty as heretofore, being a victory for the importers and a defeat for the printing trade. Mr. Nathan is firmly convinced, however, that the

levying of the duty is just, and in line with the Government's policy of protection. Importers prey upon all our home industries, more or less, and if they are protected in giving their printing to the cheap labor of Europe, a double injury is inflicted upon the home public. If importers must bind up their samples in books with printed covers, they should be obliged to have the work done here. The printers of New York will not allow the matter to rest, now that their attention has been called to its importance, and further developments may be expected.

Since the above was written another step has been taken looking toward the bringing of sufficient pressure on the customs authorities to secure the enforcement of the duty on importers' sample books. The assistance of all organizations of printers has been invited, as appears by the following letter :

THE *TYPHOTHECÆ*.

OFFICES :

106-108 FULTON STREET, DOWNING BUILDING.

ROOMS 401 TO 404.

NEW YORK, July 13, 1899.

To the Allied Printing Trades Council,

George A. Chambers, Esq., Secretary,
523 West Fifteenth street, New York:

DEAR SIR,—The attention of your body is called to the following facts and correspondence, relating to an amount of work that might be done by the printing, binding, electro-typing, stamping and papermaking industries in New York City, to the extent of \$3,000,000 annually, which is now done abroad because of a lack of enforcement of certain duties at the New York customhouse. It is suggested that it is to the interest of your organization, quite as much as the *Typhothetæ*, that the business should be directed into New York City or vicinity.

The work referred to is the printing, binding, etc., of importers' sample books. An enormous quantity of samples of fabrics, laces, dress goods, etc., is made up abroad and admitted at the port of New York free of duty, as being of no commercial value. They ordinarily come in book form, with printed covers, and the appraiser at New York City ruled that in such form they were dutiable at half the value of the samples. Had this ruling prevailed, in order to escape paying the duty, the importers would have been forced to have their samples come in loose, and to have them made up in books here in New York, bringing about \$3,000,000 annually worth of work to the trades specified.

Mr. Paul Nathan investigated this subject, as also Messrs. F. A. Ringler and J. Clyde Oswald, and were satisfied that this large amount of business could be brought to New York if the duty on sample books were enforced. The *Typhothetæ* on June 13 last passed a resolution on the subject, recommending the duty. The importers were naturally opposed to this, and their view of the case prevailed at Washington, and the duty was laid aside on the test case at issue, as shown by the correspondence appended; so that at present the printing and allied trades are beaten in the controversy.

It seems to us that if the different organizations in the printing, binding and electrotyping trades unite in applications to the Secretary of the Treasury Department, at Washington, D. C., through Andrew Johnson, Chief of the Division of Customs, requesting a general enforcement of this duty, that the officials of the Customs Department might

be brought to see the matter in the same light as ourselves and order the enforcement of the duty, thus diverting this \$3,000,000 of business from Europe to this locality. The writer estimates that if this work were done here, it would bring \$150 a year of wages to every worker affected. Surely this is worth an extraordinary effort on the part of all concerned.

By order of the Typothetae.

Respectfully yours, CHARLES H. COCHRANE,
Recording Secretary, New York Typothetae.

NATIONAL IMPORTS AND EXPORTS.

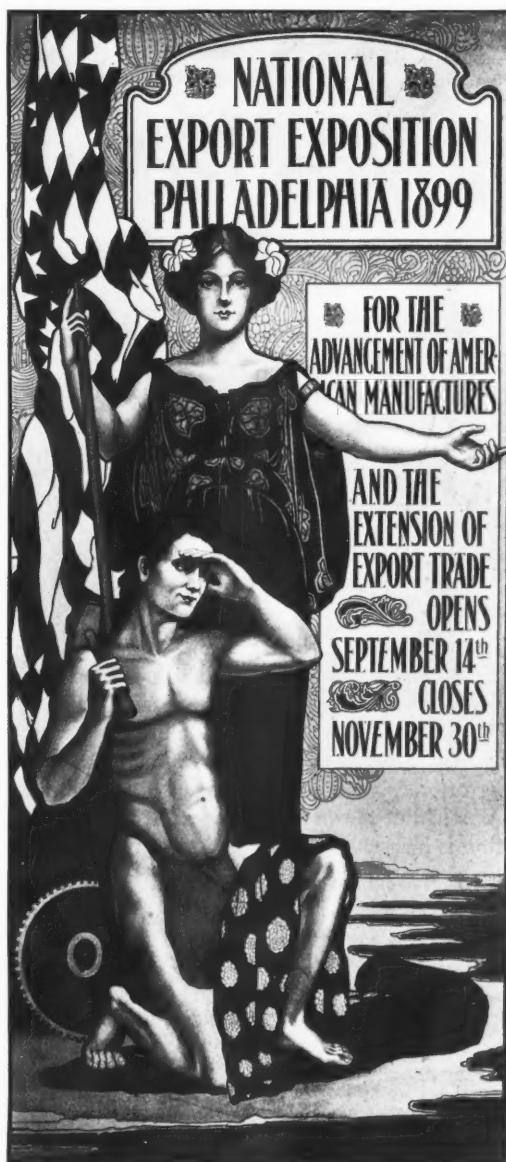
THE exposition at Philadelphia during the months of September, October and November will round out and give emphasis to the great work that is being perfected by the Philadelphia museums, in the furtherance of conducting American trade with foreign countries on a basis of complete knowledge of the markets and the requirements of the several fields of commercial activity. The *National Export Exposition Bulletin*, which is published weekly, contains a wealth of information of value to the exporter, and the comprehensive plan of collecting statistics and important data bearing on the markets of the world is of a character to commend the work of the Commercial Museum to every business man and to every citizen of this country.

In this connection it may fairly be asked if type founders and makers of printing machinery are giving some of the foreign markets as close attention as they might. The following letter from an Auckland (N. Z.) correspondent of the Philadelphia Commercial Museum would indicate that American makers are scarcely keeping in so close a touch with the wishes and requirements of this market as these times of close competition demand. Business in all lines is very healthy in New Zealand at present and the market is a desirable one.

"A fair proportion of American type has found its way into this colony," writes the correspondent, "but how much it is impossible to say, as the customs authorities can not produce any returns. Some American type is very well cut and cast, but a greater proportion is exceedingly expensive and is inferior to the British founders. Some . . . advertise "copper alloy" in their metal, but, unfortunately, it is conspicuous by its absence in many cases

"There has been too much apathy on the part of the American manufacturer in the matter of encouraging New Zealand requirements and too much independence to supply their wants. The following is an extract from a letter sent to an American foundry which, it must be admitted, was a liberal offer to further their trade, to which they make no reply, nor have they supplied the Specimen books: 'Re your large Collective Specimen Books: I have been asked over and over again if your company will furnish them to the printers. They say that it will mean further business in your

type. In one or two cases they offer to pay for them if nominal. Now, I can place 150 of them in New Zealand printing offices, and would even consent to pay for say 100 copies, if not too much, providing your company agrees to block my name on the front outside cover, and I will guarantee to faithfully distribute them amongst the trade. This



POSTER FOR NATIONAL EXPORT EXPOSITION TO BE HELD IN PHILADELPHIA.

would mean business in a right way and would ultimately pay your company well. Are you open to entertain my offer? If you are open to entertain it, I should like to have them sent with this order and will agree to allow you say £5 toward their cost, also pay the freight, etc., to Auckland.'

"American-faced type cast in London, superior in quality and at less than half their price, can be

obtained. English founders will supply type at 33½ per cent and 10 per cent off, and some founders give even more, namely, 50 per cent. . . . Another great objection to the American type is that it is priced at per font of so many A's and a's, while the British is at per pound; thus the latter gives the knowledge of the price to be paid, which can not be ascertained with the American type.

"The bulk of the type imported is British and a small portion is German. For the past two or three years a fair proportion of American type has been imported. There is but one standard height of type in use in this Colony, which is the same as the American. The British have different standards of casting and they also cast on the 'point' system, if required.

"Printing is done in the Anglo-Saxon language, and there are about 182 printing establishments in New Zealand.

"Type-composing machines are not in use. The Linotype casting machines are now being largely used, which has somewhat destroyed the use of 'body' letter. No effort has been made to introduce aluminum, or glass type.

"The trade of New Zealand thinks that American type is very nice, very dear, and very soft."

For such manufacturers and merchants as are engaged in or contemplate opening up business relations with China the following observations by the correspondent at Tientsin will be of interest:

"The printing industry is developing rapidly in China. Hongkong and Shanghai are commercially classed among the great cities of the world. Merchants, as a rule, no longer reside in China temporarily; they are here to stay; and their children are being offered better educational facilities, whereas in the past children were sent home. The foreign population is increasing rapidly, and it is a foreign population of a high standard as regards its requirements. The printing activity is keeping pace with this growth, which in turn is affecting the Chinese, who are turning their attention to the study of the English language.

"With regard to commercial printing, the tendency is to have it done on the spot. Fine qualities of paper are always on hand, and the execution with regard to cutting the paper to the size wanted and ruling it and heading it, is as well done in Shanghai, Hongkong or Tientsin as in London or New York City. Very little has been done with lithographing and no attempt has been made at photo-engraving. Copperplate printing is done on a small scale. It is found more satisfactory to send plates home. There is practically no photo or color work done. Steam power is used by the large newspaper establishments. In job printing establishments treadle and Albion machines are used. Most of the printing establishments are supplied with paper cutters, power as well as hand cutters. For the introduction of American

job printing presses it would be well to keep in touch with: In Hongkong, Shewan, Jones & Co.; in Shanghai, H. Sylva & Co., and in Tientsin, Walter S. Ward & Co., sending from time to time catalogues, price lists and discount sheets, etc.

"The Tientsin Press is annually increasing its plant to meet the needs of this growing community.

"The imports of job presses and paper cutters are almost entirely from England, which is natural, as the business language for China is English, and all the newspaper printing is in the hands of English firms. A large proportion of the job printing is in hands of the Chinese, who are always on the lookout for secondhand presses. The newspapers printed in English are: in Tientsin, *Peking and Tientsin Times*; in Shanghai, *North China Daily News*; *Shanghai Mercury*, *Shanghai Herald* and *Shanghai Gazette*; in Hongkong, *Daily Press* and *Hongkong Telegraph*.

"The printing establishments are: in Tientsin, the Tientsin Press, Yong Hing and Y. Shimada; in Shanghai, Brewer & Co. and the Shanghai Press, Ltd."

MACHINE-MADE BOOKS.

IT is more than three thousand years since the Hebrew sage, in weariness of spirit, uttered his memorable complaint that "of the making of books there is no end." What would the poor, mind-wearied soul think were he living in the end of this nineteenth century of grace, with its apparently never-ending succession of printed pages, and the prospect of an even more generous supply in the century just opening before us? He would probably find the subject too great for his command of language, and resign himself in despairing silence to the will of the spirit of the age. We have books, papers, magazines, printed matter in every form, in a profusion never before known to the children of men. Everybody reads, and one might say that almost everybody writes.

Not content with the wealth of literature daily coming from the pens of the writers of our own day, the enterprising publishers are flooding the market with the productions—good, bad, or indifferent—of the past. You may see in the windows of the book stores cheap editions of Boccaccio's "Decameron," and the "Heptameron" of Margaret of Valois, side by side with "The Heavenly Twins" and "Robert Elsmere." Louvet's "Chevalier de Fau blas" is not ill-matched with the latter-day parnography of Zola, and it is likely enough that before very long some publisher with more courage than discretion will rescue from their well-merited century of oblivion the unspeakable romances of that remarkable Marquis de Sade who has furnished medical jurisprudence with the name for a peculiar form of sexual aberration. Truly the product of the printing press is not one of unmixed good, but we of the great American Republic at least have

almost staked all our hopes for the upbuilding of national character on the sovereign efficacy, as an educational force, of reading, and it is probably too late now to change, even if we would.

The appetite of our people for reading matter is seemingly insatiable, but the supply grows steadily with the demand. It would have been a sheer impossibility to satisfy this demand with the resources at the command of the publisher of a few short years ago. But the invention of the wonder-working typesetting machine has made it possible to reprint all that is worth reading of the literature of the past, while keeping steadily abreast with the requirements of the present. It is to be deplored, no doubt, that along with much that is most desirable from the authors of bygone days there should have been exhumed some books that should never have seen the light, but it seems as if every step in the path of human progress has its unpleasant accompaniments. Part of the blame for the evil in this case must, no doubt, be ascribed to the spirit of ultra conservatism with which many publishers at first viewed the introduction of machine composition. While many of the best class of publishing houses allowed their unreasoning antipathy to the new invention to govern their action, there were shrewd and enterprising and at the same time utterly unscrupulous men who saw at the very first the great advantages which machine composition offered to those who were ready to utilize it. These men were among the first to supply their offices with the machines, and in their business methods did harm at once to the public, the publishing business and the very machines which gave them the opportunity to pursue their unscrupulous career. From their offices, which have been well called "slaughter houses," issued those horrible reprints which, violating every canon of the printer's art, helped to increase the prejudice of the old-fashioned book-maker against the new invention. As cynically indifferent in the selection of the books they published as they were of the workmen by whom they were gotten up, they did their best to debauch the public mind by butchered editions of the vilest French novels, at the same time inflicting grievous injury on the standard of the typographic art by the horrible manner in which the work was done. The sins of omission and commission perpetrated by these conscienceless "butchers" reacted to the detriment of the machines, and it has taken time and solid evidence of the excellence of the work of which they are capable, to do away with the unhappy impression produced on the minds of many publishers of the better class by the sorry work turned out from these "slaughter houses."

But all that is changed now. The old houses realized in a short time that, even with all its imperfections on its head, the new method was making serious inroads into their business. Cautiously at

first, they introduced a machine or two into their offices, but very soon they were conscious of a half-reluctant delight at the consequences of their timid experiment. It was found that under the careful methods which a self-respecting house gives to all its work, the books printed from machine-set type were in every respect the equal of any which had ever borne the most honored imprint. Of course, many of the advantages afforded by the machine had from the first been too obvious to be denied by even the most rabid of its opponents, and with the demonstration of the beauty and perfection of the work of which it is capable its fortune was made with all the candid and open-minded members of the publishing fraternity. Men who a few years ago in placing a book for publication stipulated that the type should be set by hand are now as insistent for the use of composing machines. The process of conversion has in many cases been a slow one, but, as usually happens, once convinced, the new convert comes to be classed among the most zealous of proselytizers.

But it is rarely indeed that any new departure, whether in morals, art or industry, succeeds in becoming universally established in the first generation. The success of the composing machine has been one of the most rapid and remarkable recorded in industrial history, but there are still to be found publishers who refuse to see anything good in the new method, and obstinately close their eyes to the evidence of their senses. Such men, when advised to put the machines in their offices today, have a stereotyped formula of reply: "No doubt the machines may be very well for some kinds of work, but they would never answer for the class of work we do." A year or two from now their answer to the same advice will be the pitiful admission that they have not enough composition to justify them in the investment. Many publishers already confess regret that they did not put in the machines when they were first introduced, but think that their patronage has already so fallen off as to make it useless to retrieve their first mistake. They forget, however, that increased facilities bring increase of business. They are not so unfortunately situated as the skeptical compositors who scornfully refused a few years ago the offered chance to learn to operate, and would now do almost anything to have the opportunity they rejected. For the compositor, unfortunately, the gates of opportunity are closed, but for the publisher they are still ajar, though no one can say how long this may be the case.

"Of the making of books there is no end," and it is safe to say that the mechanical part of the book-making of the twentieth century will be done entirely by machinery, and the publisher who at that day shall still rely upon the services of his old friend and enemy, the "intelligent compositor," will have mighty little to do with the making.



From photograph of painting by Meissner.
Overlaid by Dittman process.

THE CATECHISM.

Photogravure process by
GRANTLAR REPRODUCTION COMPANY,
Chicago.



While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore correspondents will please give names—not necessarily for publication, but as a guarantee of good faith. All letters of more than 1,000 words will be subject to revision.

UNION OR NO UNION—WHICH?

To the Editor: Poughkeepsie, N. Y., June 29, 1898.

For two or three years past there has been dissatisfaction among the printers of this city in regard to the maintenance of a printers' union which, through the intervention of would-be bosses, has led to troublesome correspondence between employers and those who are having work done.

This is not a talk against unions, but I would like to make a statement of the past and probable ending of printers' unions here, and the feeling as it exists among employers and employes today.

I may not be able to give exact dates, but about 1867 the first union, No. 93, was started, with about twenty members (the writer being one). As soon as it was well organized a controversy was had in order to secure a raise in wages, which ended in a call for a strike, when all but three or four resumed their places as if nothing was at stake. This would be the same manner in which a like thing would result today, as the men and their employers understand each other too well. Some of them have life jobs, and know it. We are granted concessions without the asking.

This first union lasted two years, and after it was impossible to secure five members at a meeting the charter was surrendered. In 1883 another union was instituted, with thirty-six members and the old No. 93, which in one year followed the course of the first.

About 1892 another union was organized, and after securing every printer, pressman, apprentice, etc., had a membership of sixty-five. At its first meeting forty were present, the second twenty-five, and so on down, at each meeting less attendance, with nonpayment of dues, until after some seven or eight members, by faithfulness to duty, had vainly endeavored to make it a success, it was agreed to give up the charter. Now comes a flank movement. One faction tried to make it successful, and were not supported by the other faction; but just on the eve of surrendering its charter, the other side stepped in to try their hand, and on request of the International Union the charter was delivered to them.

We do not think they even secured ten members, and when, in 1896, they were compelled either to secure more or to surrender their charter, a meeting of the printers of the city was called, and practically the fourth union was formed.

This has taken the course of all previous efforts, and for the last two years there have been about enough to just hold the charter, even going so far as to pay members' dues to keep up the union. One trouble is the majority of printers do not see the benefit of a union here, as nearly all are family men and hold steady positions; many are members of benefit and insurance orders, which help to make expense for them, and a union only adds to this, and they feel under the circumstances that it is too much.

The few who would be benefited, or rather, those who aim to be great labor benefactors, are trying to maintain a union, and make it seem necessary to those who are not in it that it

is a necessity. So far as we know, and we do know, there is the best of feeling between the employers and employes in the offices in this city. The great stress is brought to bear on the workmen in the office of A. V. Haight, and the endeavors of the would-be leaders, State deputies and officials of various organizations throughout the country seem never-ending, thinking, no doubt, that "the constant dropping of water will wear away a stone," and going so far as to inform those who are having work done here that they are not getting their work done in union offices by union men; and because of this they will cause others to withdraw their trade from them; also that there is trouble on this account between the proprietor and his men, when the contrary is the case.

This is merely an effort on the part of the first party to make trouble for those who are at present satisfied with the situation of affairs, for we do not see how it can make any difference to a second or third party where this or that firm may have its printing done.

It might be worth mentioning, that while the unions throughout the State have been struggling to secure a nine-and-a-half-hour working day, the office against which these attacks are aimed has already been granted a nine-hour day, with no reduction of wages, and without any agitation on the part of its workmen.

To sum it all up, it is a case of "one makes the snowball for another to throw."

AMBROSE R. WHITING.

THE MERGENTHALER AND THE TYPOGRAPH IN GERMANY.

To the Editor: BERLIN, Germany, June 16, 1899.

In your June number we find an article on "American Printing Machinery" which also refers to our Linotype machine, and contains several discrepancies which we beg you to correct.

The Linotype has had in Germany an overwhelming success, which is proven by the fact that since October 1, 1897, we have sold 137 machines; orders are now coming in at the rate of fifteen per month, and our business shows a steady increase. Every user is pleased with the machine, which is proven by additional orders received. The competition your correspondent refers to of the Typograph bidding to get ahead of the Linotype is unknown to the German public. The following firms, after thorough trials, have discarded the Typograph and declared it unfit for newspaper and book work: H. S. Hermann, Berlin; Deutsche Warte, Berlin; Ullstein Company, Berlin; Grassmann, Stettin; Imberg & Lefsohn, Neu-Babelsberg; *Cölnische Zeitung*, Cologne.

Although the Typograph people have made the easiest possible terms, giving machines on trial, rent, etc., and we only sell our machines, it has been impossible for them to compete with the Linotype, as the German is too conservative a citizen, and even if he is obliged to pay more will always select the best article which meets with his requirements. One of our operators in Bavaria in one week set 50,000 letters more than three Typographs, which he was competing with. This was in the offices of a daily newspaper. After such facts, we do not readily see how the Typograph under these circumstances can compete with the Linotype. Our manufactory is now going ahead lively and we turned out ten machines last month. Although we had not pushed our business, the demand was so great that we were obliged to purchase machines from New York.

From the way the article is written, we judge that the author must be an employe of the Typograph Company, otherwise he could not misrepresent matters as he has done.

We kindly ask you to publish this letter in your valuable journal, and give your readers an opportunity of judging matters as they are. Faithfully yours,

J. MAYER,
Manager, Mergenthaler Setzmaschinen-Fabrik.



BY FREDERICK BOYD STEVENSON.

A PRETTY girl in a stylish bicycle suit came down Fifth avenue in New York on her wheel one afternoon not long ago. Near Twenty-third street, at the junction of Broadway, a cab was being hastily driven north. The cabman suddenly swerved to one side to avoid a carriage. At the same moment the pretty girl on the bicycle darted out from behind the carriage, was struck by the cab and thrown down violently on the asphalt pavement. The cab came to a quick stop and almost instantly a well-dressed young man sprang out and was by the young woman's side. He lifted her in his strong arms to the cab and ordered the driver to take her to a neighboring hotel, following immediately himself in another cab. As it happened the young woman was not badly hurt, and the hotel clerk, thinking to send her to her home, inquired her name and address. She was resolutely refusing to make herself known when the young man drove up.

"I don't intend to tell my name," she said, "for if I do, that horrid New York *Journal* will have my picture and all about this accident in big horrid type."

Then the young woman proceeded to give her opinion of the New York *Journal*, and the setting-out she gave that paper was by no means flattering. She denominated it as the very worst of the "yellow" journals, said it was sensational, real "horrid," and not fit to be allowed in any respectable household. The young man was polite and deferential. He listened attentively and quietly, and he made such a good impression on the young woman that she finally gave to him her address and her name and he sent her home in a carriage. In two or three days her wheel was sent to her. It had been repaired so neatly and had so many shining parts to it, and withal had been so beautifully enameled, that had it not been for one or two distinguishing features about it she would have believed that it was entirely new. Accompanying the wheel was a magnificent bouquet of roses with a polite note making inquiry as to the young lady's health.

"What a nice young man that is," remarked the young lady to her mother; "I wonder who he is?"

Then she looked at the note again and saw the signature of William R. Hearst, the proprietor of the New York *Journal*.

* * *

The historically inclined reporter who used to work on the St. Louis *Globe-Democrat* was up in the rooms of the Chicago Press Club recently. He had been talking about the first book printed in England by Caxton. Toward the close of the conversation one of the young men who draw a salary from the *Inter Ocean* came in. Although very young, the *Inter Ocean* chap always likes to make out that he has had a varied experience. So on this occasion he had something to say about this early specimen of printing.

"I knew Caxton well," said he. "We used to get our breakfasts at the same restaurant."

"What are you gibbering about?" said the historian; "Caxton has been dead over four hundred years."

"You don't tell me?" put in the young man from the *Inter Ocean*, without a break. "My, my, how time does fly!"

* * *

Speaking of the *Inter Ocean* recalls the gossip that is going the rounds concerning that paper. Everybody is wondering what Yerkes will do with it now that he is out of the street-railway business and the paper has served his purpose. Under Yerkes' management the *Inter Ocean* has shown more

snap than it had exhibited before in all the years of its life put together. They say up at the club that a man caught publishing a "scoop" in the *Inter Ocean* of the old days would be promptly "fired" for his temerity. Tom O'Neill gleefully recalls the days when he was doing the City Hall for the old *Inter Ocean*. Tom McMillan was the city editor then. That was before he got into politics and became a statesman. They used to just shovel "stuff"—you couldn't call it news—into the paper with a scoop shovel. There was no such thing as editing copy. At the top of the last page they ran the headline, "The City in Brief," and then would follow a full seven columns of the longest drawn-out verbiage of silly happenings that ever spread over a rural weekly. When 12 o'clock at night came every reporter used to go home and McMillan shut up shop no matter what was going on. Anything that happened after midnight went over to the next day. It was nip and tuck between the *Inter Ocean* and the old *Evening Journal* to see which should not print the news first. It was a good deal like the old-fashioned mule races they used to have—the one that came in last won. There was only one thing that the *Inter Ocean* disliked to get beat on, and that was a piece of religious news.

One time the *Inter Ocean* was "scooped" on a revival meeting, and it was pretty lively around the office the next day—that is for the *Inter Ocean*. McMillan was talking about the "scoop," when one of the new lambs who had just been taken on the sheet blurted out:

"Why, I knew all about that meeting."

McMillan was wild. He seldom raised his voice, but on this occasion he shouted:

"Why in the name of goodness didn't you say something about it? Now, I'll make this rule: If the *Inter Ocean* gets 'scooped' on any more hot religious stuff, and any man who knows about it and doesn't tell me, I'll—I'll—well, I'll just fine him 50 cents—that's what I'll do."

So after that when the boys heard of any religious goings on they just kept it to themselves for fear of being assigned to the work, or being "docked" 50 cents for knowing about it.

* * *

"Billy" Severing, one of the old *Inter Ocean* reporters, has been in the street-railway business for some years. One night he was "doing" the city council. He had a habit in those days of browsing around another fellow's vest pockets for cigars. There was a fellow on the *Tribune* who knew of William's proclivities, and he had fixed up a nice, big, loaded cigar for him. During a lull in the proceedings sure enough "Billy" reached over and sneaked out the fat smoker that was sticking temptingly from the *Tribune* man's pocket.

Hildreth was making a speech, and nobody was paying any attention. All around the council chamber men were leaning back in their chairs with their feet cocked up on the tables smoking away for dear life at all kinds of cigars. This was the old "Rookery," and everybody did as he pleased there. So Severing borrowed a light from the man he had taken the cigar from, and smoked up. Then the *Tribune* man told everybody in the room what was going to happen, and all eyes were on the *Inter Ocean* reporter while Hildreth was sawing the air and spouting wind. "Billy" hoisted his feet on the reporters' table and settled back for a good time. He smoked and smoked. That old firecracker seemed awfully slow. Just as the *Tribune* man thought it was a "fizzle" it went:

Whiz!

Bang!

Gip!

Swish!

with the roar of a cannon.

William kicked up both heels straight in the air and fell over backward on his head with shrieks of terror, while he

threw the cigar skyward and it circled above the heads of the aldermen like a "nigger-chaser," diffusing a red glare all over the council chamber. There were shouts and cat-calls, and it was only with the greatest effort that the chairman restored order.

Hildreth never finished his speech.



Harry Ballard, the city editor of the *Inter Ocean*, whom the Chicago *Evening Post* wrote up as fighting a crazy man off the fire escape, under the impression that it was a "scoop" breaking into the office, is now on the New York *Evening Telegram*. Ballard must have reformed, for the *Telegram* is quite partial to "beats," as they call them in the East. This does not refer to Ballard.

DESIGNERS AND ENGRAVERS OF TYPE.

BY WILLIAM E. LOY.

NO. XIX.—NICHOLAS JOSEPH WERNER.

READERS OF THE INLAND PRINTER who have felt sufficient interest in the subject to follow this series of articles to the present may have noted the fact that the majority of those written about have been either Scotchmen or Germans. This sketch is devoted to an American, and not only that, but a Westerner.

Nicholas Joseph Werner was born in Belleville, Illinois, March 14, 1858, and his parents moved from there to Doniphan, Kansas, when he was less than a year old. His father died in 1864, the widowed mother continuing the tinware business established by her husband, and finding it necessary to draft into service all her son's time not devoted to school. At the age of fifteen he began "to learn his trade" as a printer, starting in as office boy on one of the morning dailies in Atchison, Kansas. This paper being a short-lived one, he was next employed on one of the older dailies, and in a short time became the

"make-up" of the forms, ad. man, etc. About that time the proprietor sold out his Atchison paper and went to St. Louis, where he bought a share in a journal in that city, and Mr. Werner went with him. His home has been in St. Louis ever since.

After working in a number of printing offices, varying from small to large jobrooms and morning dailies, and in varying periods from a week up to four years, he became the compositor in the specimen department of the Central Type Foundry in 1882, when that establishment was still a small concern. He got out four or five specimen books, besides the periodical, the *Printers' Register*, issued as a house organ by the Central.

Finding that there was not enough work in the printing line to occupy him constantly, he between times learned the process of dressing and finishing type, at which occupation he spent a considerable portion of his time. Later he had the keeping of matrix and manufacturing records, and his opinions and judgment on new faces and the fitting of them began to be called for, and to a large extent were respected by his superiors. In this way he became more intimately acquainted with the business of type designing and engraving, as well as with the engravers employed in the house, especially with Gustav Schroeder, with whom he later on was associated under the title of Schroeder & Werner, both severing their direct connection with the foundry.

With the aid of routing machinery, and in a general way following the process of the manufacturers of wood type,



NICHOLAS J. WERNER.

during their partnership Messrs. Schroeder & Werner produced the first eight sizes of the popular De Vinne series, eight of the Victoria Italic, also the complete series of Hermes, Jefferson, Novelty Script, Multiform, and Johnston Gothic lower-case for the Central Type Foundry. For the Boston Type Foundry they produced the lower-case for the Façade Condensed, the caps having been previously cut by Julius Herriet, Jr. For Barnhart Brothers & Spindler they cut the Era series, one of the best and most popular faces produced by that foundry.

About this time Mr. Schroeder was desirous of taking up his residence in California, and the partnership was dissolved, Mr. Werner continuing on his own account. He then finished the full series of De Vinne and Victoria Italic, and designed and cut the De Vinne Condensed, De Vinne Italic, Midgothic, and Antique No. 6. A little later he cut the Quentell series, also for the Central, after designs by W. P. Quentell, of Kansas City, which has proven one of the popular faces of recent years. For Stevenson, Blake & Co., of Sheffield, England, he cut a series called by them Flemish Extended, and for Marder, Luse & Co., the four larger sizes of Caxton Bold.

During his employment as a compositor Mr. Werner noted many ways in which type could be improved in respect to body, line, set, etc., and he was at all times an ardent advocate of any change which would render the compositor's task easier or more certain of that perfect symmetry so much desired. He believes he is entitled to more credit for his efforts to bring about these changes and improvements than for what actual work he has done as a designer and engraver of type-faces, although his designs and engravings are of a high class.

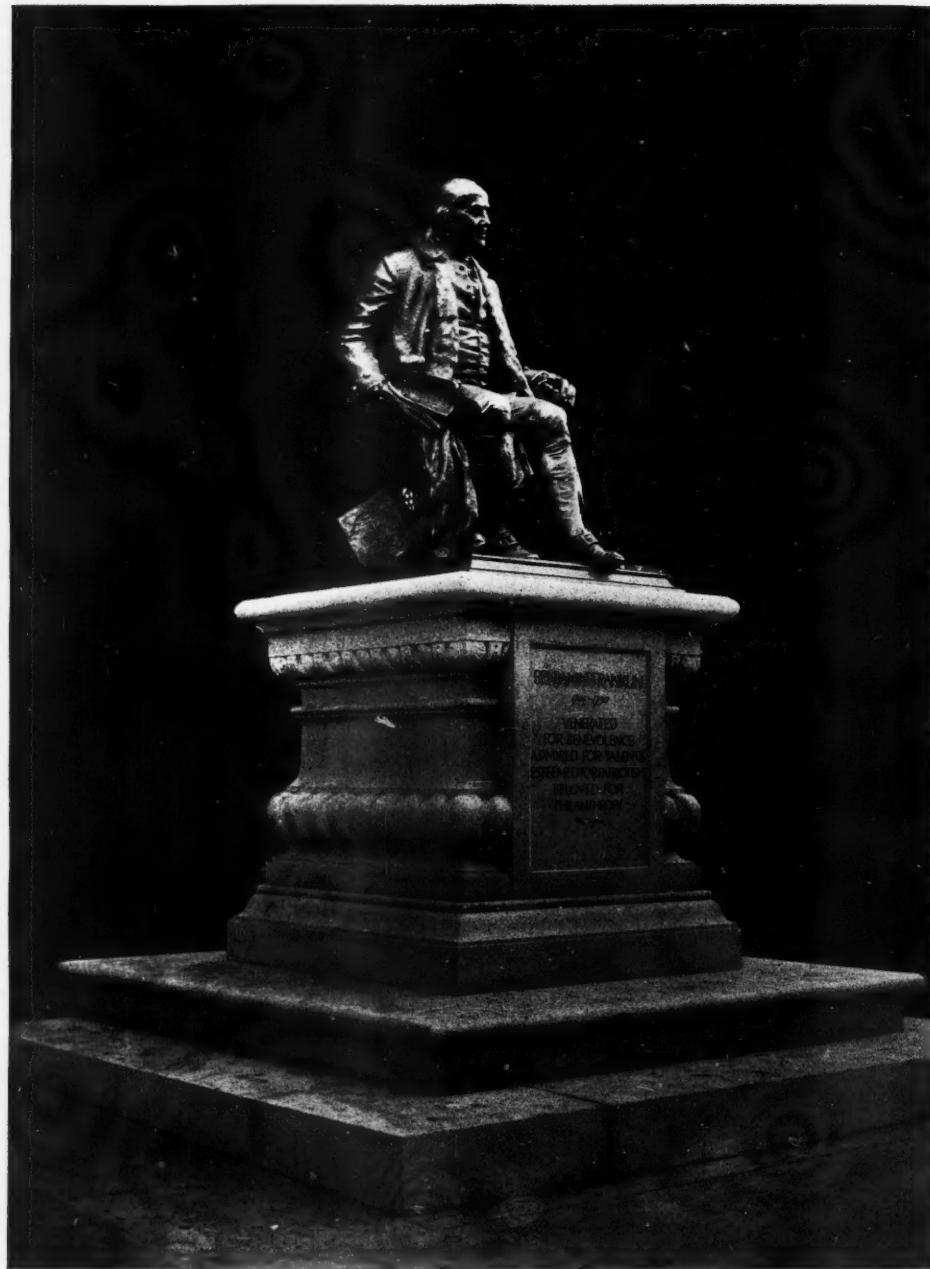
The point system of type-bodies was one of Mr. Werner's early ideals, and he hailed with delight its general introduction, though he would have preferred that it had been based on the English foot and inch instead of the present rather accidental base. When the Central Type Foundry adopted the point system, he sought to have a uniform standard of alignment of faces adopted at the same time, but there were found to be mechanical difficulties in the way which prevented it. However, he succeeded in having all newly cut or copied faces so cast, though not fully realizing his ideal.

When the Inland Type Foundry began business there was an opportunity to adopt correct standards of body, line, and set, and those suggested by Mr. Werner were generally used. Here was an opportunity for him to propagate his ideas at length, and he arranged to give all his time to that foundry. In its employ he has designed and in part engraved the Skinner, Extended Woodward, Condensed Woodward, and Gothic No. 8 series, as well as two new series shortly to be put upon the market.

Mr. Werner has devoted a good portion of his spare time to technical matters connected with printing and type founding, and he has been a frequent contributor to printing-trade journals. During the existence of the *Artist Printer* he wrote many articles for that journal, and readers of THE INLAND PRINTER will remember his occasional contributions to its pages.

MR. R. HOE AS A HISTORIAN.

One of the most interesting and comprehensive pieces of history relating to the art of printing was that given to the daily press by Mr. R. Hoe during the past month. In a review of three decades he traced the wonderful advance made in the art of printing down to the wonders of the present day, and the account in its grasp of detail and accuracy of statement has made a memorable impression—and caused it to be copied in every country where the art of printing is known.



STATUE OF BENJAMIN FRANKLIN.

(John J. Boyle, Sculptor.)

Unveiled at Philadelphia June 14, 1899, with appropriate ceremonies, by Miss Margaret Hartman Bache, a direct descendant of the famous philosopher and printer. The statue is the gift of Justus C. Strawbridge to the city of Philadelphia. (See opposite page.)

PHILADELPHIA'S FRANKLIN STATUE.

THE bronze statue of Benjamin Franklin, illustrated upon the opposite page, which was unveiled in Philadelphia, on June 14, stands on the broad plaza of the magnificent post office building, a fitting place for such a monument, as Franklin was first Postmaster-General of the United States, as well as philosopher, patriot, printer, diplomat. The statue was presented to Philadelphia by Justus C. Strawbridge, and is the work of sculptor John J. Boyle. The unveiling ceremonies were under the auspices of a number of institutions and societies, including the University of Pennsylvania, the American Philosophical Society, the Franklin Institute, the Library Company of Philadelphia, the Historical Society of Pennsylvania and the Pennsylvania Hospital.

Postmaster-General Charles Emory Smith, in presenting the statue to the city in behalf of Mr. Strawbridge, said: "It is peculiarly fit that this distinct commemorative work, rich and strong in the grace and glory of art, the gift of a Philadelphia donor, and the creation of a Philadelphia sculptor, should rise on this spot. There is a singular felicity in its suggestion and its environment. Franklin was the first Postmaster-General of the United American Colonies, and his benignant figure is here to signalize and embellish this great post office, which illustrates the present magnitude of the service he began. He was the founder of the University, and here is its ancient site. He was the foremost journalist of the colonies, and the typical printer appropriately rests here as an enduring emblem and model on the line of what has become Newspaper Row. He was preëminently the man of the people, voicing their daily thought and mingling in their daily work, and here, where he himself in his living form trod the street, is the focus of their daily exchange. Place, theme, symbol, association and artistic treatment all blend in harmonious and significant union in this worthy memorial."

Mayor Samuel H. Ashbridge received the statue on behalf of the city, and in his eloquent words were clearly reflected the sentiments of the thousands of citizens who heard them, and the other countless thousands with whom the memory of Franklin is cherished for all time. Before the unveiling hundreds of invited guests crowded into the Chestnut Street Opera House and sat with unwavering interest while United States District Attorney James M. Beck, the orator of the day, told of the life of Franklin. In honor of the city of Franklin's birth, Mayor Josiah Quincy, of Boston, followed Mr. Beck in a short address. He said that the glory of Franklin's fame is large enough for two great cities to share, and his hearers unselfishly agreed.

THE EMPLOYING PRINTER.

BY CADILLAC.

This department is published in the interests of the employing printers' organizations. Brief letters upon subjects of interest to employers, and the doings of master printers' societies are especially welcome.

A HINT FOR EMPLOYERS.

A writer in a recent number of the *Typographical Journal*, after describing the "wayzgoose," a name by which English printers designate their annual outing, or "picnic," as it is more generally known in America, indulges in a little reflection which contains a hint of value to employers who will heed it.

"The true democracy of the American employing printers is yet to be evidenced," says this writer, "for though they may countenance the enjoyment of their hands in a perfunctory way, by the presentation of a prize or two, they do not, unfortunately for them, come forward in a spirit of true bonhomie and good fellowship and participate in these events. This is a pity, as the employers would gain immeasurably in

the good will of their men and make them feel that they were working for people who were not 'bad sorts.' The proprietor who is merely seen once a month, installed in his office chair, is minus his halo, though he may think that it is his chief ornament. The men are independent enough to be able to do without his presence at their outings, for they feel that they are not the losers. He is the loser, although, immersed up to his high collar in his own importance, he thinks he is a fine fellow and does his duty toward his men by paying them what they earn. Greater mistake was never made. While we do not wish to be countenanced in an off-hand manner, or in a way intended to impress us with their importance, we would welcome the presence of employers if they were any good at all. They would be the gainers by coming into contact with their employes, and thus acquiring a better knowledge of them as men—not mere workers. The truth may be found in the suggestion that the employer's democracy is not of the true brand, or perhaps he may suspect that he will not find people as subservient as he would like."

WHERE TRADES-UNIONISM IS WEAK.

During the past month nearly every newspaper in the land has contained the announcement that the boot and shoe workers employed by the firm of Pingree & Smith, of Detroit, Michigan, to the number of six or seven hundred, are on strike. The cause of the trouble, as stated in the dispatches, is the unwillingness of the firm to longer be controlled by the union, while so many of its competitors are not subject to the rules imposed by the organization. Frank C. Pingree, a brother of the more or less celebrated governor of the State of Michigan, and manager of the concern, announces that the firm has voluntarily surrendered the right to use the union label or stamp, and that it has done so without a particle of regret, as more than three years' experience has demonstrated that its use or disuse has no effect whatever upon the sale of the firm's goods. Now here is a point upon which to base a moral and to uncover for its own good the weakness of modern trades-unionism.

Leaving aside the rights of the controversy between Pingree & Smith and their employes, concerning which the writer admits that he knows nothing, it is a sad commentary upon the faith of unionists in their own cause when a large concern like that referred to can say, after three years' experience, that to stamp their goods as "union-made" has had no apparent effect upon their sales. One would suppose that of all commodities, boots and shoes would offer the greatest opportunity to advocates of unionism to show their strength as consumers. The statement of the firm shows the indifference of the unionists as to what becomes of the product of union labor, as it is but fair to suppose that had the union advocates of Detroit and Michigan exerted themselves as they might have done Pingree & Smith would have had a different story to tell as the result of their three years' experience.

The writer has always maintained that it was an act of folly for the unions, as soon as their immediate wants as to wages had been met, to sit idly by and show an utter indifference in regard to what becomes of their product, which must come in competition with that of nonunion labor. The latter can, of necessity, be sold at a lower cost price. How many printers' unions, for instance, make any effort to see that the butcher, the baker, and the score of merchants who supply the needs of their members, go to union printing offices for printing? The unions boast about the power of their label, and how often have you heard a demand for the label to be placed upon purely mercantile work? I grant you that it is frequently used as a club over the head of some petty politician or would-be officeholder, who is told that he will lose the "labor vote" unless his printing bears the insignia of the union printer; but aside from this, in most establishments of which I have any knowledge, the label is not heard of from one month's end to another. Even the non-printer

unions, which are perforce compelled to have the label appear on their work, are found, in a majority of cases, peddling their few-and-far-between jobs around the back streets and alleys, trying to find some poor printer who will do their work for next to nothing, and who can supply the label because he is himself a member of the organization that controls its use, and does most of his work himself with the aid of a cheap boy.

If the tenets of unionism are right and the believers in them are consistent there would soon be such a demand for union-made goods of all descriptions that every employer would be compelled to become an employer of union labor. But the trouble is, as the strike at Pingree & Smith's amply illustrates, that union men are not consistent. They do not practice what they preach. If you don't believe it, ask the

equaled. He composed 25,500 ems of solid matter in 20 hours and 28 minutes of continuous work, the time including all stops. Does any reader of THE INLAND PRINTER know of a better record?

THE Goodson Graphotype Company is now located at 13-21 Park row, having ample offices on the twenty-first floor. The officers are: James B. Taylor, president; William R. Garrison, vice-president; J. B. Morris, treasurer; Charles L. Spier, secretary; and John R. Williams, general manager. Russell H. Landale is their counsel.

THEO. L. DE VINNE is compiling a work on book titles, to be issued as a limited publication by the Grolier Club. He has secured a most interesting collection of ancient and curious title-pages, as well as modern ones, illustrating the

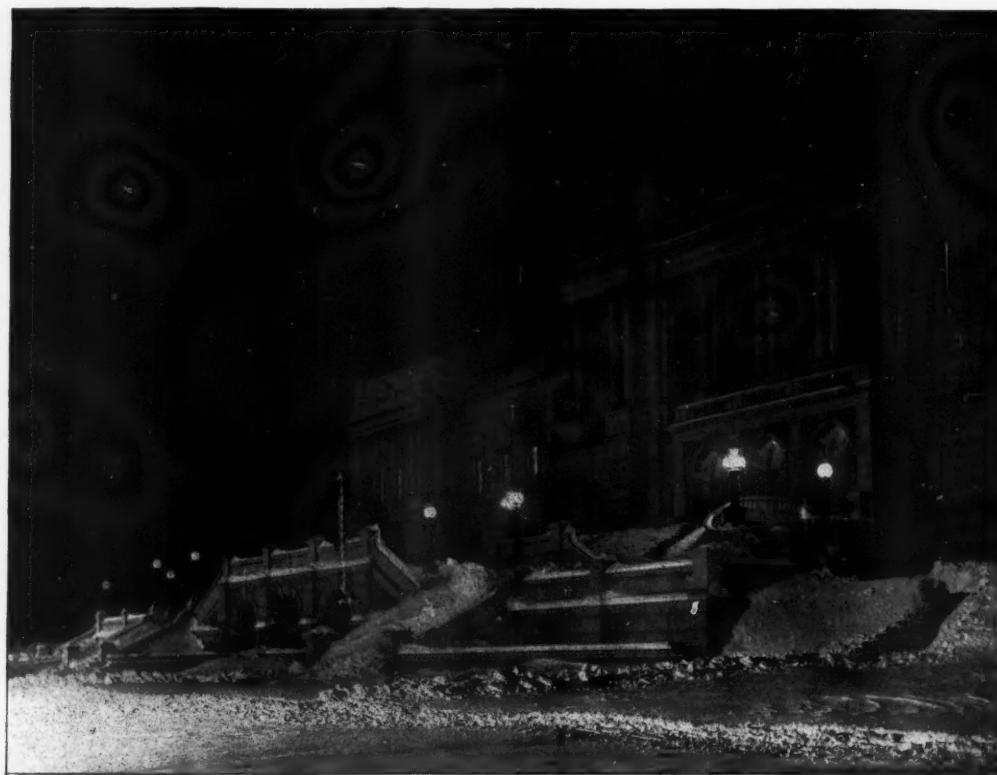


Photo by C. K. Stribling.

AFTER THE BLIZZARD.

Photograph taken in front of Congressional Library, Washington, D. C., at nine o'clock in the evening.

men in your establishment to show their shoes and hats, and see how many of them will display the union labels of these trades.

NOTES.

In order that the advantages of Typothetae membership may be better known among the printers of New York, arrangements are under way for several evening meetings to be held by the organization in the fall, to which printers outside the fold will be invited.

THE New York Typothetae is making arrangements to entertain such delegates to the United Typothetae convention in New Haven as may sojourn in this city. William Green, J. C. Oswald and J. H. Ferguson are the committee on making things pleasant for the visitors.

THE statement is made in the New York *Sun* that the late Robert Bonner's record as a typesetter has never been

development of taste in display. The text is set in a letter specially cut for the work, designed after the types of one of the early printers.

GEORGE E. CHOFFEE, of Oxford, Massachusetts, recently lost his entire printing plant by fire. What most concerned Mr. Choffee, however, was not the destruction of his types and presses so much as the fact that the flames also consumed a complete file of THE INLAND PRINTER. "They were my books of learning," sadly comments Mr. Choffee, in writing of his loss.

THE Connecticut Typothetae will be represented at the convention by the following: F. S. Buckingham, Leverett Brainard, O. A. Dorman, J. M. Emerson, F. H. Stevens, R. S. Peck, W. H. Lee, George M. Adkins, C. S. Morehouse, George H. Tuttle, W. G. Hooker, F. M. King. Alternates have been selected as follows: J. B. Carrington,

M. W. Curtiss, R. M. Hoggson, F. M. Ryder, O. Howard Hall, R. H. MacLauchlan, E. C. Geer, W. J. Platt, W. A. Kelsey, C. G. Whaples, G. P. Hynson, C. H. Ryder.

REPORTS from New Haven are to the effect that the price list recently adopted by the Connecticut Typothetae is being very generally lived up to and that much benefit to the members is resulting therefrom. The list has not yet been given out for publication, the members regarding it as yet but little more than an experiment. President Lee also writes that the committees having in charge the arrangements for the convention are holding frequent meetings and that everything is being done to insure a successful gathering.

THE following gentlemen have been chosen to represent the Cincinnati Typothetae at the approaching convention: W. B. Carpenter, A. J. McDonald, George Armstrong, J. E. Richardson, Charles Buss, Frederick Spencer, William A. Webb, A. H. Pugh and George C. James. Alternates have also been selected as follows: C. J. Kriehiel, Robert J. Morgan, George Blum, Frank B. Berry, Allen Collier, S. Rosenthal, H. J. Anderson, John S. Gibson and T. W. Keating. "As a straw which shows that business must be good," writes Secretary George C. James, "all of the delegates intend to go."

FROM Mr. J. L. Duncan, secretary, the editor of this department has been favored with a copy of the eighth annual report of the Typographia Association of Aberdeen, Scotland, together with a catalogue of the books contained in the Association's library. The report shows a slight falling off in the membership, the ordinary membership now numbering 85, as compared with 90 the preceding year. The receipts and expenditures for the year amounted to £17 9s. 7d., and several notable additions were made to the library. Of course, THE INLAND PRINTER is kept on file in the Association's reading room.

THE following gentlemen have been appointed to represent the Chicago Typothetae at the annual convention, at New Haven, Connecticut, September 12 to 15, 1899: Delegates—Fred Barnard, D. H. Champlin, George E. Cole, W. B. Conkey, W. P. Dunn, W. F. Hall, W. P. Henneberry, B. B. Herbert, William Johnston, Andrew McNally, C. O. Owen, P. F. Pettibone, J. L. Regan, H. O. Shepard. Alternates—A. R. Barnes, J. H. Behrens, George H. Benedict, C. F. Blakely, L. J. Corbitt, T. E. Donnelley, W. H. French, Franz Gindele, W. T. Hodge, Thomas Knapp, Walter S. Marder, Amos Pettibone, Toby Rubovits, H. W. Thornton.

THE Detroit Printers' and Publishers' Association has elected officers as follows: President, John Taylor; vice-president, Thomas Williamson; treasurer, John Bornman; secretary, C. W. Lloyd; delegates to the convention of the United Typothetae—John Taylor, J. G. Starling, Thomas Williamson. It has been a number of years since the Detroit employers were represented at the meetings of the United Typothetae, but the delegation chosen to go to the New Haven convention is an unusually strong one and will make itself felt. It is expected that the delegates will be able to tell something about the success of the working agreement with the unions which it entered into last fall.

PAUL NATHAN, as chairman of the Committee on the Improvement of the Printing Business, of the New York Typothetae, has prepared a blank on which printers may estimate the cost of producing work in New York City. This is to be circulated among those in the trade interested, and it is hoped that it will be the means of leading many printers who now charge too little for their work to the making of correct estimates. Prices on many classes of work have been brought very low through the submission of printers to the dictates of customers. It is thought that by making some misguided printers more familiar with all the

details of cost, that they will recognize where they have been doing work below cost, and insist on a profit in future.

AT the annual meeting of the Milwaukee Typothetae, held June 24, the following officers were elected for the ensuing year: Norman L. Burdick, president; Samuel E. Tate, vice-president; Harry B. Boardman, secretary; Edward Bulfin, treasurer. Executive Committee—John W. Campsie, William C. Swain, M. J. Simpelaar. The following gentlemen were elected to represent this typothetae at the annual convention, to be held in New Haven September 12 to 15, 1899: Delegates—N. L. Burdick, M. H. Yewdale, W. C. Swain, Hugo Loewenbach, J. W. Campsie, John Tainsh, Edw. Bulfin. Alternates—A. Fowle, A. Huegin, L. H. Morehouse, E. Meisenheimer, H. B. Boardman, F. Seibel, M. C. Rotier.

THE Franklin Association (the name by which the press-feeders' union of New York is known) has withdrawn from the Allied Printing Trades. This action is the result of the unrest in printing circles caused by this organization during the past year or more. The feeders have been trying to advance the wages of cylinder feeders, and have caused one serious strike and several minor disturbances. In their desire to further their own interests, they have at times forgotten the interests of the other labor unions, and therefore have received but little sympathy or support from either the Typographical Union or the Pressmen's Union. The Allied Trades Union, with a very proper conservatism, does not desire to push employers for any more privileges at this time, when such an important advantage has just been gained in the shorter workday. Should the feeders precipitate general strikes now, very many New York employing printers might refuse to make the concession of another half hour in November. The Allied Trades think that the feeders are getting enough pay and that their demands imperil the welfare of the whole trade. The feeders have insisted on their position, and hence the split.

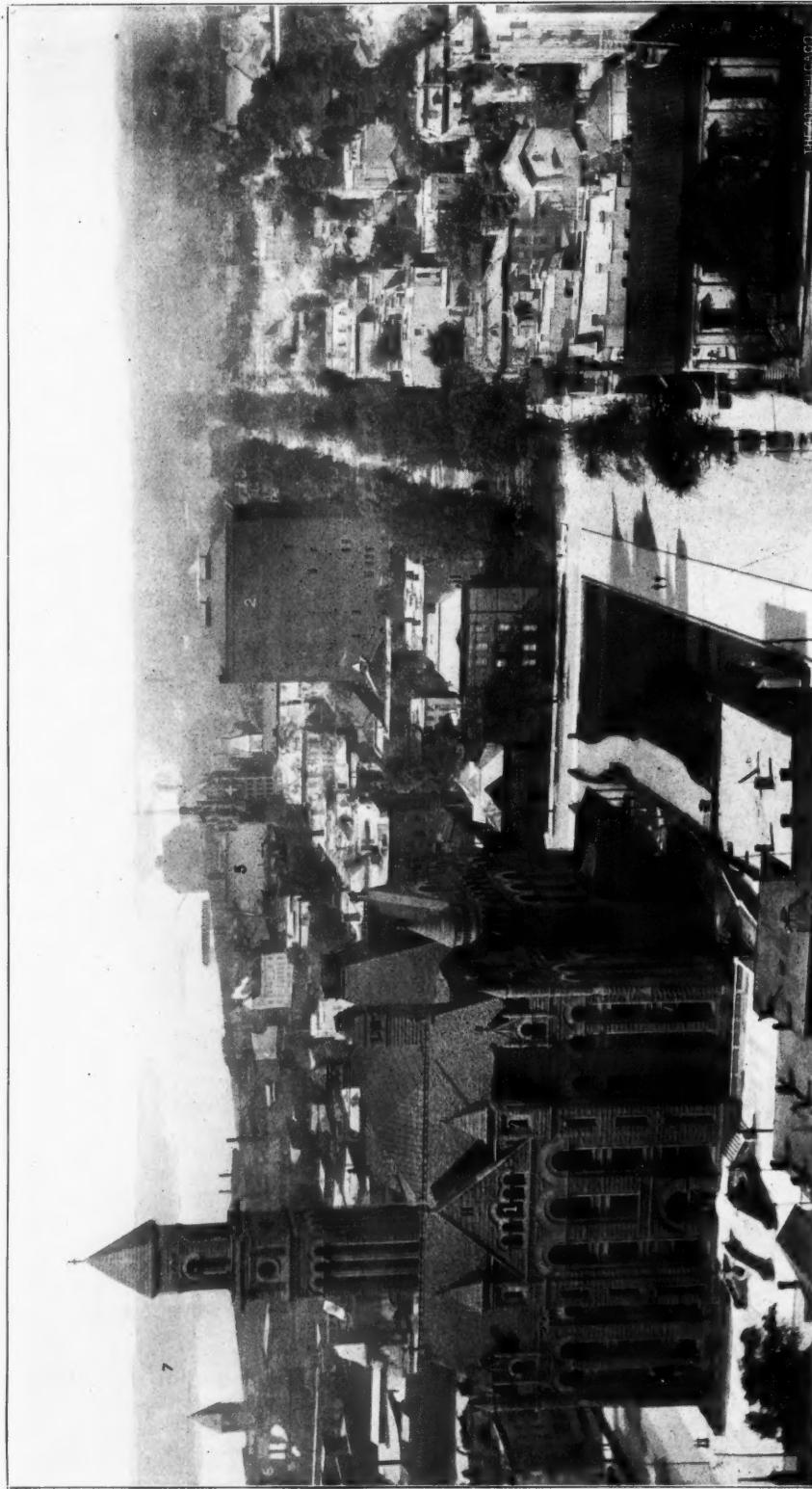
U. G. HINMAN.

The subject of this sketch, U. G. Hinman, was born in Newton, Jasper County, Illinois, in 1868, at which place his father, who is a prominent physician, still resides. Mr. Hinman began his career in the printing business at the age of sixteen years, after graduating from the Newton High School. For four years he has been foreman of the State Register job-rooms at Springfield. He has been president of the Springfield Typographical Union, president of the Springfield Federation of Labor, president of the Illinois State Federation of Labor, and at present is State organizer of the American Federation of Labor. Springfield is an excellently organized city, and it is principally due to the untiring and intelligent efforts of Mr. Hinman that such is the case. He is a conservative, up-to-date trades-unionist, thoroughly posted on all troublesome social problems, and competent to discuss and adjudicate those differences which exist at times between employer and employee. He is an honorable, upright and conscientious young man with an enviable record in the labor movement, and for whom there should be many more honors in the future.

Mr. Hinman has just been appointed to a position in the Bureau of Labor Statistics by Governor Tanner, and his friends predict that he will be instrumental in bringing that department of the State administration in closer touch with the labor people, for which it was especially created.



U. G. HINMAN.



1.—New Post Office.

2.—New Masonic Temple.

3.—The Alger Residence.

4.—Fort Street Union Depot.

5.—Fort Street Presbyterian Church.

6.—The Wayne Hotel and Depot.

7.—Windsor, Canada.

VIEW OF DETROIT, MICHIGAN, FROM THE ROOF OF THE MAJESTIC BUILDING.

The Forty-fifth Convention of the International Typographical Union will be held in Detroit, August 14 to 18, 1890. Detroit is an ideal convention city, and will afford delegates and their friends many opportunities for sight-seeing which other cities can not supply.

THE ADVERTISING CO.

By courtesy "The 400."

THE ARTISAN.

CONDUCTED BY AUG. MCRAITH.

The purpose of this department is to give a fair consideration to the conditions in the printing trade which weigh upon the interests of the artisan, with notes and comments on relevant topics.

INTERESTING ITEMS FROM CUBA.

John R. Stanley, a well-known Eastern printer now sojourning in Cuba, sends us the following account of conditions there in the printing trade. Mr. Stanley is not now employed at the case, but has gathered these items for the readers of THE INLAND PRINTER, to which he was a subscriber for many years. "In Havana there are only two papers that print English editions—the *Havana Herald*, an eight-page morning paper, which prints about three pages of English, and the *Lucia*, a six-page evening paper, which prints one page of English. There are about five Spanish papers in Cienfuegos, four in Matanzas, three or four in Santa Clara, and four in Havana. Four American papers started during the past seven months, but suspended owing to lack of support. The mechanical features of the 'art,' if it can be called such here, are not exactly up to date. Wooden sticks are used, and the line spaced out with the forefinger instead of the thumb, while every four lines are dumped. Long Primer Old Style and larger letter is used on papers. There are no imposing stones; tin on a pine board answers the purpose. Black-face type of fifty years ago is in use. It originally came from France and Spain. There is no De Vinne or Jenson on the island. There are six metal sticks in Havana. The *Herald* is the best paper, and its representative is now in New York ordering about \$15,000 worth of type and material. Most of the government printing is done in this office, and some very good work is turned out. Presswork on Spanish papers is vile. They have no conception of the fitness of things. Jobwork is the most amateurish you can imagine. There are no Gordon presses; Liberty presses are used. Seven or eight English printers who have been connected with the union have applied for a charter. All English printers working on the *Herald* have been soldiers except one. Everything is measured by ens and they pay 30 cents per thousand. Ads. are set by week, but heads are measured. Printers work twelve and fourteen hours a day and make about \$25 per week. There are no women at the business; two were on the *Herald*, but were discharged. Provisions are high, and all the necessities are much higher than in the United States. Accommodations for the traveling public are poor. There is not a decent hotel in Havana. All the cabmen struck the day I arrived, and there were fully a dozen alarms of fire. For a time it looked as if the war was on again. The streets are narrow and the sidewalks wide enough for one, if not too good a liver. The Cuban officers are still parading about and receiving congratulations for having freed the island. Cafés and hotels are crowded and mélées are frequent. It will be a great country, though, when things settle down. The climate is splendid, and while the days are quite hot the evenings are cool. American capitalists are investing largely in land, which the natives farm for one-third the proceeds, and Englishmen are getting control of the railroads."

THE MACHINISTS AND THE I. T. U.

The question of whether the International Association of Machinists or the International Typographical Union shall control the men known as machine tenders, who take care of the linotype in printing offices, has been the subject of much contention ever since the machine came upon the field. A year ago the printers decided they were capable of filling those positions in the future, and that the men now doing so, the machine tenders, should get into the printers' union by July 1. Some of these men belonged to the machinists' union; others organized what they called unions of linotype engineers. The machinists' union, however, claimed control

of the positions, and instructed its members not to join the printers' union. In New York the entire body of machine tenders, numbering sixty-eight, joined the printers' union on July 2. The matter is not disposed of yet, however, according to the machinists, who will invoke the interference of the American Federation of Labor, with which both machinists and printers are affiliated, at its next convention in December. As the matter will undoubtedly be largely disposed of by that time along the lines mapped out by the printers, the protest will amount to nothing. There are other reasons for reaching this conclusion which it is not necessary to cite. Friction of this kind is constantly arising between the unions with every invention for simplifying production, and a solution of it is generally based upon the character of the new work. It has been proven that printers are capable of the work in this instance; that it is not exclusively machinists' work; that it consists not in making or repairing the machine, but keeping it in running order, the same as engineer to a locomotive or stationary engine. This being so, all that the tenets of organized labor can claim is that the work be done by that union to which it is most closely allied, which can secure and maintain the highest wages, and which will best prevent contention in the shop and with employers, in which view the printers claim superiority over machinists.

STRIKES AND ARBITRATION.

The Iron Molders' Union of North America believes it has solved the question of strikes and lockouts for the future in an arbitration agreement, of which President Martin Fox writes: "Our arrangement with the Stove Founders' National Defense Association we hold is the most practical form of arbitration, as all subjects are treated by those directly involved. The substance of it is:

"WHEREAS, There has heretofore existed a sentiment that the members of the Stove Founders' National Defense Association and the members of the Iron Molders' Union of North America were necessarily enemies, and in consequence a mutual dislike and distrust of each other and of their respective organizations has arisen, provoking and stimulating strife and ill will, resulting in severe pecuniary loss to both parties; now this conference is held for the purpose of cultivating a more intimate knowledge, etc.;

"Resolved, That this meeting adopt the principle of arbitration in the settlement of any dispute between the members of the I. M. U. of N. A. and the members of the S. F. N. D. A.

"That a conference committee be formed, consisting of six members, three of whom shall be stove molders appointed by the Iron Molders' Union of North America and three persons appointed by the S. F. N. D. A., all to hold their offices from May 1 to April 30 of each year.

"Whenever there is a dispute between a member of the S. F. N. D. A. and the molder in his employ (when a majority of the latter are members of the I. M. U.), and it can not be settled amicably between them, it shall be referred to the presidents of the two associations before named, who shall themselves or by delegates give it due consideration. If they can not decide it satisfactorily to themselves, they may, by mutual agreement, summon the conference committee, to whom the dispute shall be referred, and whose decision by a majority vote shall be final and binding upon each party for the term of twelve months."

While the above appears defective from a technical standpoint, in that there is a possibility of a deadlock under the third section, it is evident that the parties thereto base their hopes upon the fact that arbitration has been voluntarily adopted, and this saving feature is a decided improvement upon compulsory arbitration. It rests upon moral force only, it is true, but any other kind must express a condition of dependency. Arbitration, however, can ultimately settle nothing. The fact that profits will not permit an increase will not pacify the poorly paid; neither will living wages satisfy those who want more than an existence. What we would like to see submitted to arbitration would be a no-rent strike, with employer and employee on one side and the landlord on the other.

NOTES.

THE Atlanta *Constitution* has been unionized.

THE San Francisco *Call* now carries the union label.

THE printer farmers at Bound Brook, New Jersey, gave a picnic to their city friends on July 4, which was a success in

every way, as well as an eye-opener to some who were still of the impression that the unemployed would not work if given a chance.

THE Providence *Journal* uses automobiles for its delivery system.

VICTOR, Colorado, has now a daily paper owned by organized labor.

THE Georgia Odd Fellows' grand lodge has adopted the union label.

THE Newspaper Writers' Union of Kansas City, is the latest in that line.

It is said that Erastus Wiman will publish a financial weekly in New York.

THE New York State Board of Award of Legislative Printing has notified all bidders for the work of the fiscal year beginning October 1, that contracts will contain the stipulation that the work must be done strictly in compliance

the attempt and signed the scale of \$24 per week for day-work, and \$27 for nightwork when necessary.

THE Lockwood *Press*, New York, has suspended, and the Tousey Printing Company has displaced its hand compositors with machines.

THE Louisville (Ky.) *Courier-Journal*, which was "rat" for many years, now displays the printers' label at the head of its editorial page.

THE photo-engravers' unions have formed a trade district the same as the electrotypers. They will continue in the International as well.

ERNEST H. CROSBY, a New York attorney of considerable means and much ability, is an indefatigable worker in the labor reform movement, especially with his pen.

At its meeting of July 2, New York Union finally decided to undertake the Printing Exposition in October, 1900. Madison Square Garden has been secured and provision has been made for an outlay of \$55,000. The Exposition will be up to date in every way. It is expected that all the typesetting machines will be on exhibition, as well as all branches of the art. Foreign exhibitions will also appear.

EX-PRESIDENT PRESCOTT, of the International, has been presented at Indianapolis with resolutions, directed by the last convention, on his services to the organization.

THE brewers' trust having been completed, a new brewing company has organized to compete; also a steel company to compete with the steel trust, and a Western paper trust to compete with the Eastern. The political anti-trust bumble will do a good turn unintentionally in helping the new concerns. Competition, which some tell us is not a factor nowadays, seems to bob up serenely.

THE Stereotypers' and Electrotypers' Trade District will meet in Detroit at the same time as the International Typographical Union, with which it is still connected. It is hoped that something will be done in the case of William Farrand. The treatment of him by the Boston Stereotypers' Union is something unparalleled in the history of trade-

unionism, and such methods should not be tolerated.

EDWARD ATKINSON'S *Anti-Imperialist*, Brookline, Massachusetts, carries the union label. In a letter recently to the *New York Times*, he favored trade unions, which many readers will remember he opposed while addressing the Boston convention of the International. He, many years ago, was also a platform antagonist of Col. William B. Greene, and his Mutual Banking scheme, which the writer has outlined in these columns. Yet the Baltimore currency plan, under Cleveland, was patterned after Greene and was drawn up by Atkinson. He is evidently one of those wise men who change their minds.

It is expected that an attempt will be made at the Detroit convention to return to biennial sessions. Nothing has transpired since the Syracuse convention to necessitate the present session, and so far as can be learned nothing of importance is to be done. Gatherings of the kind are costly, and the outlay could be much better expended at home in unionizing



OLD CAPITOL SQUARE AND GRISWOLD STREET TO THE RIVER, DETROIT, MICHIGAN.

The next convention of the International Typographical Union, which will be held in Detroit, August 14 to 18, 1899, will give delegates and visitors an opportunity of seeing many of the attractive features of the city.

with the new eight-hour and prevailing wage law. This law applies also to New York City printing.

GEN. LEW WALLACE, at Crawfordsville, Indiana, advised workingmen to organize as an offset to trusts.

MINNEAPOLIS employers have organized and elected an outside manager to see that their scale is enforced.

APROPPOS of the paper trust, we read that paper is now being made in Holland from potato stems and leaves.

THE Federal Ink and Supply Company, recently formed, will control ninety-five per cent of the trade, it is said.

ACCORDING to the last sentence of Mr. Stanley's letter the Cubans have exchanged their Spanish grandes for American and English.

DOW, JONES & CO., New York, refusing to pay the scale, the linotype operators struck, and the firm members struggled along with the plant themselves for a day or two, aided by a few imported rats and their typewriters, when they gave up

unnecessary competition and leveling up the trade. The expense to the International alone is about \$3,500, while the several unions defray their own delegations, which, added to the outlay of the entertaining union, must reach a considerable figure. Then the small and distant unions are seldom represented, less than half the total number responding.

THE Kansas City *Union Label* says: "Institutions like the Woody Printing Company, who locked their union men out because, as they said, they could not compete with the one-man label office, must bear in mind that they are responsible, in a large measure, for the existence of such offices. If the union scale was paid in all the job offices in Kansas City, it would not have been necessary to form a combine among the job proprietors in order to prevent the cutting of prices in jobwork. Union printers, who have refused to work for what these proprietors want to give them—'who want to run their own business'—have been forced to start these 'one-man' offices in order to have a place to work and maintain their standing as union men."

THE bookbinders report a lack of employment owing to the casemaking machine. New York Union, No. 1, is having some trouble with "extra workers," who claim control of such work which they do by hand, but which the binders do by machinery. Appletons refused to recognize any such difference in bookbinding, as well as the extra workers' union, who then went on strike. Bookbinders' Union, No. 1, claims it is an attempt to specialize the trade and form new unions, to the detriment of all. The executive council of their International, composed of stampers, extra workers, etc., has granted a charter to the rival union, and so the complication proceeds. The Allied Trades Council will endeavor to solve the tangle. James L. Costello has been elected president and John J. Connell business agent of the binders' union.

PRACTICAL NOTES ON BOOKBINDING.

BY A BOOKBINDER.

In this department It is proposed to give such notes and answers to inquiries as may be of value to the bookbinding trade, as well as to furnish a medium for the interchange of opinion on matters of interest to bookbinders generally. It will be the effort of the conductor of this department to answer all inquiries as promptly as possible, but as some matters require research, unavoidable delays must be expected. No inquiries suitable for answer in this department will be answered by mail.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

THE ART OF BOOKBINDING.—By J. W. Zaehdorf. A practical treatise on the art, with many examples. 200 pages; illustrated; plates; cloth bound, \$1.50.

BOOKBINDING FOR AMATEURS.—By W. J. E. Crane. Gives descriptions of the various tools and appliances required, and minute instructions for their effective use. 184 pages; 156 illustrations; cloth bound. \$1.

MANUAL OF THE ART OF BOOKBINDING.—By J. B. Nicholson. Contains full directions in the different branches of forwarding, gilding and finishing; also the art of marbling book edges and paper. Designed for the practical workman, the amateur and the book collector. 317 pages; illustrated; plates and 7 sheets marbled paper; cloth bound. \$2.25.

THE QUESTION OF SHORTAGE IN BINDERS.

Between the printer, the binder and the publisher there wages a continuous squabble over the printer's imposition, the various pointing systems required by the different folding machines, and the not uncommon shortage in the binder's final deliveries. Every bookbinder has an equipment of folding machines slightly different from that of his neighbor; some have drop-roller folding machines with automatic pointing attachments, and others the double sixteen; some with and some without automatic feeding devices; some working to a guide edge, others to points and others to cut slots. A publisher will have a line of books that he binds in several different styles, but using the same sheets for all the editions. The probability is, if the line is a large one, that he will allot the several styles to different binders, in which case the printer must impose the job and point it to suit the folding machines of each, the requirements of the new feeding

devices giving him special trouble. Frequently the printer, secure in having placed the cutting rule just at the right position in his form and built his tympan to cut clean, runs through the edition, ignorant that his tympan has broken down in the middle of the run, leaving half the sheets without any guide marks. He is awakened by a bill from the binder for cutting slits through by hand.

The binder with the quadruple makes the most trouble for the printer, as his work must be fed accurately, the slots cut uniformly clean and due allowance made when imposing for the unusual thickness of the last fold. This last necessity seems to impress itself on the printer with the utmost difficulty. Of course the "Quad" produces the cheapest folding, delivering in a day as many as 15,000 sheets hand-fed and 21,000 of four sixteens with the automatic feeder. The "Quad," though, is not profitable on short runs.

The other complaint of the publisher is on the question of shortage. He will order the paper man to deliver to the printer one to two hundred sheets over on each thousand, and when the binder turns in but 986 books he "wants to know the reason why?" The binder replies that the printer has spoiled more than his share and points out one cause of no inconsiderable spoilage. The printer's jogging device is frequently unable to cope with a large sheet, especially on a run of underweight paper, in consequence of which the printed sheets are piled on the delivery board with many of them projecting and uneven. From the delivery board the sheets are tied up without further straightening and eventually received by the binder. But the reader can readily understand how, by the time these sheets have been opened, handled in the sheetroom and then taken out for folding, many of the sheets are so torn and crumpled at the edges that the delicate mechanism of the automatic pointer fails to handle them. With the simple point-folding machine the spoilage is much less and the careful binder can make average deliveries of over a thousand to the title. But the low price of binding today will not permit this admitted fact to stand in the way of the obvious economy of using the drop-roller automatic pointing folding machine. The proposition has been made that all the binders should adopt a uniform system, but this is out of the question, as the output of each shop varies and requires a folding plant no greater or less than its needs.

NOTES.

IMITATION leathers, consisting of an embossed coated fabric, are now to be had of several makes.

THE Keratol people have finally solved the problem of a sizing that would take gold leaf. The difficulty of stamping Keratol has limited its sale in the past.

EXTRA edition binders now generally receive their work folded and gathered, and sometimes even stitched, the publisher securing this work from his cloth binder.

DEWEY's home-coming is heralded by the preparation of innumerable works on his life, his family, his naval career, and his glory. And the enterprising publishers vie with one another to secure the first place on the market.

SOME fine bindings are finished with a French gold of a very rich color similar to what is known as "lemon gold." The gold is heavy and takes a fine luster on the edge gilding and finishing, but its importation is an absurdity, as gold fully as good can be secured here at a lower cost.

NO LONGER are the casemaking machine, the power rounder and backer, the duplex cutter and the "quad" folder with automatic feed money-making novelties for enterprising binders. Their necessity will be attested to any binder who attempts to compete for straight binding without them.

MESSRS. DOUBLEDAY & MCCLURE have disposed of a single edition of 320,000 volumes to Clafin, marking one of the largest sales of the season. It is a popular edition, so

called, of Kipling, in fifteen volumes, listed at \$1 per volume. The price for binding seems impossibly low, unless the early season is a consideration.

BINDERS should "see to it" that their work is printed on paper with the grain running from the top to the bottom of the page. This is especially necessary in the case of the coated clay papers that crinkle and draw when the grain runs out from the back. Folding such a sheet costs more than when properly printed.

A BOOKBINDER must be strictly up-to-date in his methods, machinery and prices if he is to compete for the big lines of edition work. The worst position for a binder to be in is that intermediate state where, while his plant and force is large, his equipment is not complete. It is much better to have a small shop with little machinery.

TRADE interest still centers on the reduced price of book cloth. Many binders have made the mistake of at once reducing their prices to the full amount of their saving. This has even been done on contracts already made. We can all remember that when the price of gold advanced, the bookbinders stood the loss, being unable to collect it from their customers. The reduction amounts to very little and should not affect prices.

By far the most important of recent news to the book trade is the announced combination of the S. S. McClure Company and Harper & Brothers. This undoubtedly includes the firm of Doubleday & McClure, who controlled the book-publishing branch of the business, *McClure's Magazine* being published by the S. S. McClure Company. This concern has been most progressive and successful during the last few years, and their amalgamation with the conservative Harper & Brothers seems a strange one. It will give them the advantage of Harper & Brothers' finely equipped bindery. This will be of interest to the bookbinding trade, as Doubleday & McClure's binding has been an item of considerable importance to the Eastern trade.

PROOFROOM NOTES AND QUERIES.

CONDUCTED BY F. HORACE TEALL.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

BIGELOW'S HANDBOOK OF PUNCTUATION gives full information regarding punctuation and other typographic matters. 112 pages; cloth bound; 50 cents.

COMPOUNDING OF ENGLISH WORDS.—By F. Horace Teall. When and why joining or separation is preferable, with concise rules and alphabetical lists. 224 pages; cloth bound; \$1.25.

ENGLISH COMPOUND WORDS AND PHRASES.—By F. Horace Teall. A reference list, with statement of principles and rules. 312 pages; cloth bound; \$2.50.

PENS AND TYPES.—By Benjamin Drew. A book of hints and helps for those who write, print, teach or learn. 214 pages; cloth bound; \$1.25.

PUNCTUATION.—By F. Horace Teall. Rules have been reduced to the fewest possible, and useless theorizing carefully avoided. 194 pages; cloth bound; \$1.00.

PUNCTUATION.—By John Wilson. For letter writers, authors, printers, and correctors of the press. 334 pages; cloth bound, \$1.00.

SINGULAR OR PLURAL?—A. J. E., Sandwich, Illinois, asks: "In speaking of 'headache-breakers,' a headache remedy in the form of powders, how would you decide when to use the singular verb and when the plural? Would you say 'Headache-breakers is our own guaranteed remedy,' or 'are our own,' etc.?" Answer.—One of the simplest rules of grammar is that a verb and its subject must agree in number; but it is not always easy to determine absolutely whether a nominative should be construed as singular or plural. "Headache-breakers" is the name of one remedy, and in merely telling that it is the name no doubt can arise as to the propriety of the singular verb. But it names a remedy put up in the form of a number of divisions, each of which may fairly be considered "a breaker," and grammar rule prescribes a plural verb for more than one of them. Thus "are a remedy" is the correct grammatical form. The singular verb should be used when the

name is instanced simply as a name, and the plural when the powders are spoken of, even though collectively the powders constitute one remedy. In case of disagreement between opinions of the proofreader and the author, editor, or customer, the reader should submit readily to preferences of the responsible person.

Mrs. E. F. S., Brooklyn, New York, sends a similar question, as follows: "Kindly let me know which of the following expressions is correct—'one and three-eighths yard' or 'one and three-eighths yards.' Also please tell me where



Photo by Miss Edith Thompson, Nashville, Tenn.

A PAIR OF BLACK KIDS.

I can find any information on the subject which will be authoritative for one who seemingly does not care to be convinced." Answer.—The editor in his search in books for an answer to this question has found only one reference to it, and he would be very glad to hear from any person who knows of another. Before citing the one reference it seems well to tell the editor's emphatic preference, which is for the plural—"yards" is right, and "yard" is wrong. The expression is of one and some more, and that is more than one. Samuel Ramsey, in "The English Language and English Grammar," says: "Authorities usually give two definitions as if they were synonymous, which they are not, viz, 'more than one,' and 'two or more.' Now $1\frac{1}{2}$ comes under the first, but not under the second. Is it then singular or plural?" This author, in what follows this quotation, seems to favor the singular; but he gives no decisive reason for it, and we may well doubt that one could be given.

DIVISION.—E. E. S., Cincinnati, Ohio, asks if the word "purchased" can be divided so that only "ed" will be at the beginning of the line, and says that it would appear from an inclosed slip from the dictionary that it can. Certainly it can. Anything of that kind can be done, though it may not, and often must not. The dictionary from which the slip was cut is an old one, not at all fitted to be used as

authority on such a point. In particular work, especially with a line of sufficient width to allow decent spacing without the division, no two-letter division should be made, and objection to dividing where there is no separate syllable in pronunciation is very common. All such matters should be considered relatively. In narrow lines even the most objectionable divisions must often be allowed. As a matter of personal opinion, the writer may say that the only reason why he would ever change such a division even as the one in question, except in wide matter where no two-letter division should be made, would be that he knows that it is commonly considered very objectionable, or even wrong. This means, of course, that he does not entertain personally any feeling of objection to it that would not apply with equal force to any two-letter division.

COMPOUND OR POSSESSIVE?—G. E. H., Cassville, Missouri, writes: "W. M. G., in the June INLAND PRINTER, asks about use of compound and possessive form, such as 'four-day meeting,' 'two-weeks meeting,' 'four days' meeting,' 'two weeks' meeting,' both of which you say are correct. In your reply of course you refer only to the question raised by W. M. G. Is it correct to say a 'four-day meeting,' or should we say 'four-days meeting'? If we say 'four-day,' why 'a two-weeks meeting'? Why not 'two-week'? Which is preferable, 'the two-year-old child' or 'the two-years-old child'? Would not a proofreader who used both forms be open to criticism?" *Answer.*—It is correct to say "a four-day meeting," not "four-days." Likewise, "two-year-old" is correct, and "two-years-old" is incorrect. The universal practice in such terms is to use the singular, not the plural, and of course the analogy would give "a two-week meeting," not "two-weeks." In the answer referred to it would have been much better to add that the writer's choice in the cases mentioned would be the possessive plural. A proofreader should certainly not allow the two forms to occur in one writing, though it would be a very small matter for criticism if they were widely separated. The last part of the former answer was meant to meet this phase of the subject. It was: "Leave them as written unless they are badly confused in the writing, when all that is really necessary is to remedy the confusion."

FORM AND SPELLING.—W. A. B., Coffeyville, Kansas, writes: "I have noticed the use of the en dash for hyphenated words, while the hyphen was used for dividing words at the ends of lines. Do you know of any good reason for doing so? I have also seen the word brethren persistently spelled *brethren*. Can the latter spelling be defended on any grounds? In forming the possessive of proper nouns is not the apostrophe and *s* ('s) always added regardless of the ending of such noun? I recently set a poster in which was written the line 'Kansas Most Popular Orator.' In setting this line I put in 'Kansas's.' It looks awkward, but is it not correct? I find that the majority of the newspapers in this section use only the apostrophe after the *s* when the proper name ends with *s*." *Answer.*—Such a distinction in hyphens serves a good purpose in the dictionaries, but not anywhere else. If any one can give a good reason, or any reason, we should be glad to print it. The spelling *brethren* can *not* be defended on any ground. "Kansas's" is the only reasonable form for the possessive, although the other form is often used. The word without the additional *s* leaves part of the sense unexpressed, and thus is unreasonable. To those who use the right form it does not look awkward, for what is right is beautiful, and real beauty never looks awkward. Much has been written about cacophonous hissing in English produced through many contiguous sibilants, but it is mainly pure nonsense. The editor of this department believes, not in pure nonsense, but in pure reason, and, so believing, can never be induced to sanction regular omission of part of the sense from the representation or the pronouncing of a possessive noun.

THE CAPTAIN OF THE MECHANICS' NINE.

THREE are few men who have a warmer appreciation of the pleasures of "the good old days" than the old-time printer, and many of these who have won fortune and distinction revert to the time when they used the stick and rule with a keenness of enjoyment that is tinged with a regret that conditions of life have changed, albeit they have changed to their advantage.

Nearly a third of a century ago, society was freer and less artificial than it is now. Commenting on this, our versatile friend Bro. Shepard, as he is called in connection with the "Bible History," or Col. H. O. Shepard, as he is titled when he travels in the mountains of North Carolina, drinking in the ozone, and other products of native manufacture—commenting on this, as I say, Mr. H. O. Shepard, in a burst of confidence, said: "Say, there are no baseball teams that give the fun as to the elements that we used to have in Des Moines back in '67. I was captain of the

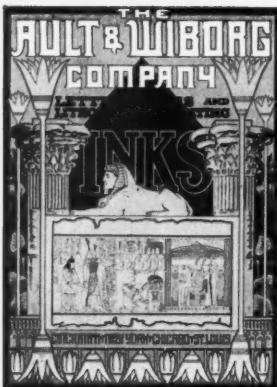


Mechanics' team. We got a challenge once from the Winterset team and we went down there in August, one day before the game. We held the town. Business was suspended. The game began at eight o'clock in the morning and lasted seven straight hours. No one worked that day. I have the old score yet," and H. O. fished out a crumpled paper from his coin purse and passed it to the interested listener. And, shades of scientific players, here is the score:

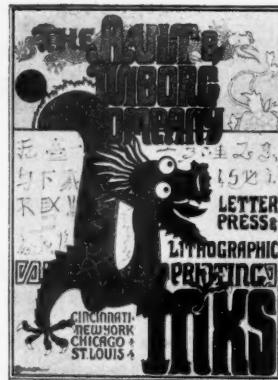
| MECHANICS. | R. | O. | WINTerset. | R. | O. |
|-------------------------|----|----|------------------------|----|----|
| H. O. Shepard, c..... | 9 | 5 | C. A. Vaughan, c..... | 7 | — |
| H. Nicholas, 1f..... | 8 | 4 | Red Smith, 1b..... | 7 | 3 |
| W. H. Gaston, 3b..... | 10 | 4 | Geo. Furbett, ss..... | 7 | 1 |
| Wm. Persing, c f..... | 9 | 2 | A. J. Kendig, c f..... | 10 | 5 |
| J. S. Brown, 1b..... | 10 | 3 | R. Bell, r f..... | 5 | 2 |
| J. N. Rentfrow, 2b..... | 12 | 0 | I. H. Paxson, p..... | 4 | 4 |
| B. F. Knapp, r f..... | 9 | 5 | C. B. Lothrop, 2b..... | 6 | 2 |
| Wm. C. Storry, ss..... | 9 | 3 | Joe Garlinger, 1f..... | 4 | 4 |
| John King, p..... | 8 | 3 | Dr. Davidson, 3b..... | 5 | 4 |
| Totals | 82 | 27 | Totals | 47 | 27 |
| Mechanics | 4 | 14 | 12 | 14 | 8 |
| Winterset | 5 | 1 | 9 | 3 | 2 |
| | | | 2 | 0 | 6 |
| | | | 0 | 6 | 10 |
| | | | | 11 | 42 |

W. H. Kessler, scorer for Mechanics.
E. W. Fuller, scorer for Winterset.
Tac Hussey, umpire.

"Yes," sighed Bro. Shepard, as he put away the precious relic, "Lord bless your soul, I have come to that time of life that I can look back and congratulate myself on the good times I have had. I was catcher and captain for the team, and I had a warm time. We had a dinner at the Tremont House and had a salubrious number of hours, and wound up with a ride home by moonlight. No times like that now, huh?" and his interested listener grinned sympathetically.—*Colonel Duffy.*



No. 1. Egyptian—Three colors.



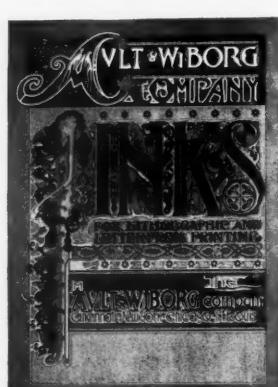
No. 2. Chinese—Four colors.



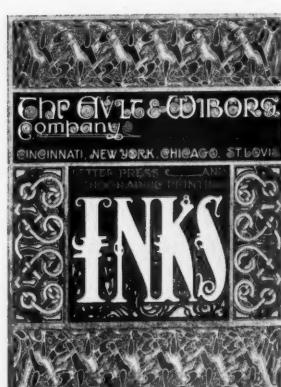
No. 3. Japanese—Three colors.



No. 4. Russian—Three colors.



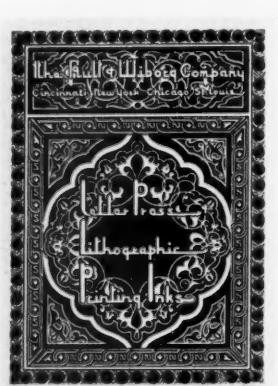
No. 5. Irish—Five colors.



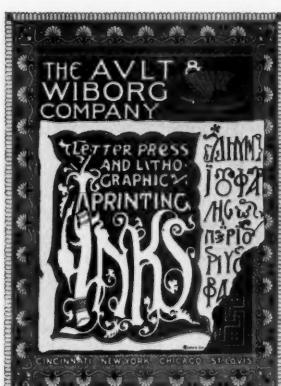
No. 6. Seventh Century—Four colors.



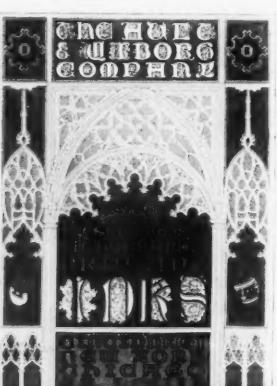
No. 7. Roman—Three colors.



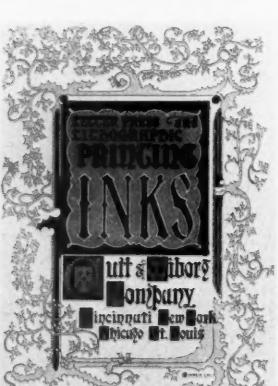
No. 8. Arabic—Four colors.



No. 9. Thirteenth Century—Four colors.



No. 10. Gothic—Four colors.



No. 11. French—Three colors.



No. 12. American—Four colors.

THE TWELVE ADVERTISING DESIGNS OF THE AULT & WIBORG COMPANY.

(See article about "Modern Advertising Methods" on opposite page.)

MODERN ADVERTISING METHODS.

WITH the completion of the series of special designs which the Ault & Wiborg Company has been showing in the pages of THE INLAND PRINTER during the past twelve months, it is our pleasure to present, in addition to the last of the full-page designs, miniature reproductions of the entire series. While the advertisements of this company have always been of such a character as to arrest



The Announcement—Three colors.

the attention of even the most casual observer, none of them, up to the time this series was begun, has created half the interest that these beautiful inserts succeeded in doing. To call to the notice of possible purchasers the products of an ink factory, it is manifestly important that the colors should in some way be shown. In no better way could this be done than by inaugurating a series of unique designs, which would not only be attractive and enable the inkmakers to show their products ad-

vantageously, but at the same time be instructive to those who watch the pages of the trade publications in which the advertisements are placed.

In these Ault & Wiborg designs has been shown a period of illumination beginning with the Egyptian, as far back as two thousand years before Christ, and closing with the American, which is the sheet presented in this issue. The back of each of these inserts was intended to harmonize with the face, and it is to be regretted that space will not permit of showing miniatures of these at the same time. The Ault & Wiborg Company has expended large sums of money in this advertising, not only for the designs and plates, but for the printing; it feels certain, however, that its enterprise has been appreciated, and that the presentation of its products in this original style has resulted in largely increasing the orders for its goods. The designs were originated and engraved by the Binner Engraving Company, of Chicago, whose original advertising work is so well known, the artist on this particular series being Frank W. Swick.

In speaking of the series, Oscar Binner, the head of the engraving company, under whose supervision the work was carried out, says: "The complete series comprises absolute originality of conception, with fundamental principles of illumination based on historic data, attractively set forth. It covers a period of illumination beginning with the Egyptian Age, for the Egyptians were in the habit of rubricating their manuscripts; and long before the destruction of Pompeii, Romans were accustomed to rubricate their manuscripts and adorn them with paintings. The process of laying on or burnishing gold and silver appears to have been familiar from a period of remote antiquity. Among the later Greeks the practice became so common that the scribes or artists in gold constituted a distinct class. The luxury thus introduced was augmented by writing on vellum, stained a purple or rose color. The earliest instance is recorded by Julius Capitoninus, in the life of the Emperor Maximinus, the younger, to whom his mother made a present of the poems of Homer, written on purple vellum in gold letters. This was about the beginning of the third century. The celebrated Codex Argenteus, written in silver and gold letters, on a purple ground, about A. D. 360, is perhaps the most ancient existing specimen of this magnificent mode of calligraphy. For a century after the invention of printing, illumination made

steady progress, but the demand for movable types forced it into decline. The advancement in the art of printing, and the possibility of platemaking to meet practical requirements at a comparatively small expenditure, had made it possible to afford to many a comprehensive idea of applied art in bookmaking."

CAPTURING "THE LION."

Hearing that Paul Shnedewend & Co., Chicago, were about to ship to A. W. Penrose & Co., London, England, a special hand-power press for proving half-tones and process cuts, which has been named "The Lion," an INLAND PRINTER representative visited their works and secured with his kodak a fairly good snap shot of the machine. Mr. Shnedewend is shown in the act of operating the machine by means of the special extension lever with which it is furnished where cuts of large dimensions are to be proved that require extra power. "The Lion" is constructed upon the same general plan as the other hand presses made by the firm, but is of heavier build, of enormous strength, and weighs over three thousand pounds. The size of the platen is 22 by 30 inches. Mr. Shnedewend states that an absolutely rigid and even impression on a solid half-tone the full size of the platen can be made with practically no underlay or overlay, and there is no chance for breakage under the enormous strain. The machine has been put to special tests, not only with the regular lever but with the three-foot extension lever mentioned above, the power of five men being applied, and easily stands up to its work. We understand that a machine of even larger dimensions is now under construction and will be placed on the market before long.



PAUL SHNIEDEWEND AND "THE LION."

Photo-engravers and others requiring presses of this kind will be interested to know that large machines of this pattern can now be obtained.

CAN NOT KEEP HOUSE WITHOUT IT.

Inclosed find \$2, being amount of renewal of subscription to THE INLAND PRINTER. The amount of information gained along all the different lines pertaining to the art preservative has been worth to me many times more than the cost per year for subscription. I can not keep house without it.—S. B. Best, manager Canadian Typograph Co., Ltd., Windsor, Ontario.

NOTES AND QUERIES ON LITHOGRAPHY.

CONDUCTED BY EMANUEL F. WAGNER.

Correspondence relating to this department is respectfully invited from lithographers, lithographic artists, and others interested. Individual experiences in any way pertaining to the trade are solicited. Differences of opinion regarding answers given by the editor will receive respectful consideration. Mark letters and samples plainly E. F. Wagner, 4 New Chambers street, New York.

EARLY AND LATE INCENTIVES TO LITHOGRAPHIC PROGRESS IN AMERICA.—In 1827 the Franklin Institute offered a silver medal as a prize for the best specimens of lithography to be executed in the United States, and it was won by R. Peale, for a large portrait of George Washington. In 1828 a silver medal was promised for the best specimens of lithographic stone found in the United States, but no good lithographic stone has been found here as yet. In 1891 the United States Government rewarded Mr. John Mulally with a patent, for discovering the use of aluminum in lithographic printing.

THE DIFFERENCE BETWEEN LITHOGRAPHY, ALUMINOGRAPHY AND ALGRAPHY.—P. H. L., New York: "I am interested in the art of printing from aluminum plates. I often heard the term 'algraphy,' as well as 'lithography,' employed in designating that which I should think is really and properly 'aluminography.' I have observed that you at various times have used the different terms indiscriminately as far as I could see. Would you kindly enlighten me on this subject?" *Answer.*—When we speak of the product of the surface printing press, it is purely and simply lithography, as the principles and manipulations governing the creation of that product are those known under the name of lithography. On the other hand, if we speak of the technical differences, when printing in a lithographic manner from a metal plate, we call it aluminography (algraphy) or zincography, as aluminum or zinc may be used. The term "lithography" (meaning stone) has become generic in respect to surface printing, and we therefore call all products made by surface printing (damping before printing) "lithography," be they produced from stone, metal or composition.

HIGH ETCHING ON STONE AND ETCHING POWDERS.—F. S., Eastport, Maine: "Would you kindly supply me with an etching powder that will melt when the stone is heated from below and then runs down the sides of work, so that the lines can be etched up very strong?" *Answer.*—Regarding high etching on stone, the best way to proceed is as follows: After the transfer is down good and strong, and rolled up in ink in which has been mixed some Cosmogravure liquid etching wax, the work is powdered with talcum and etched until a perceptible raising has been attained. It is then cleaned off, rolled up again and powdered with one of the many easily melted resins which do not flow, for at this stage no shoulder must appear next to line, as this would cause a blurred effect in printing. Regarding the heat, it is a dangerous and cumbersome proceeding to heat the stone from below. The better way is to employ a flame, or better still on small work, an evenly heated metal plate, which is laid over the stone without touching it, and thus heats the etching powder on the work evenly and sufficiently to melt. After a certain depth has been obtained the closer and finer lines are covered up with liquid asphaltum, and a severe etching can now be administered. After this the work is again rolled up, powdered with stronger etching powder (such as contain wax and resin) and heated again, causing the molten glaze to run down the sides of the work. This is kept up until sufficient depth of line is obtained.

THE USE OF GUM IN LITHOGRAPHIC PROCESS WORK.—F. F., Seacliff, Staten Island, writes: "In the March number of your very valuable paper you have given some very valuable directions for developing the asphalt process work by which I have much profited. One thing is not yet plain

to me. In Section 18 you say 'wash off process-work on top of dry gum with a piece of felt soaked in developer, and wipe clean with a dry rag.' Am I to understand that the work, which I have taken great pains to develop, is to be all washed off again with the solvent developer, and if I rub up again with asphaltum, as in Section 19, I can get it all back again?" *Answer.*—If you will observe in paragraph 17 it says: "Wash off your gum and acid, and gum up stone or plate very smooth and thin, then dry the same." If you will do this carefully you can take off from the printing surface with your developer all that you have had upon it, as long as you do not touch it with water, but rub up the work with asphaltum again. We have here the great advantage of a chemical printing surface, which is far superior to mechanical processes, for so long as certain parts of the plate are protected with gum you can safely take off every trace of ink without injuring a single white line, for your developer being a volatile oil, and a solvent of grease only, will not affect the gum. Then after you have recharged your work with strong ink or asphaltum, as in paragraph 19, and being sure that everything is clear and sharp, you begin with the opposite agent—water. This will only dissolve the gum, and will leave all the work intact. It is the same potent principle all the time, and the groundwork of lithography, namely: "*The antagonism of water and fat upon the arena of a sensitive to grease circuit.*" The gum you will understand is on the side of water, and is simply a more permanent and a greater foe of grease. The asphaltum on the other hand is the opposite, and holds its own against the gum. The former is dissolved in water only, the latter only in spirits or oil, and the point with each of these agents is who gets there first on the embryo printing plate. Where the gum got in there is no show for grease or asphaltum; where the latter has penetrated no water or gum can find a hold.

THE MODERN DEMANDS OF GRAIN SCREENS IN PROCESS-WORK.—A correspondent (lithographer) suggests the graining of a glass plate and working upon the entire surface of the plate an even grain, such as only lithographic artists are able to draw, then coating the surface with a transparent lacquer, and using the same for a screen, instead of the usual half-tone pattern now in use. For some purposes this may have considerable merit, but it seems to us that such a screen could be obtained much easier, and perhaps more evenly, by rolling up a well-grained, white stone, and then making photographic negatives therefrom and varying the textures by lesser or greater exposure, lesser or greater distance of focus, manipulating the development, and ultimately by making positives from the negatives. Even-grained paper could be inked or obliquely exposed under a strong light (without ink) and photographed for the purpose of obtaining grain-half-tone screens. Besides, we must not forget the beautiful and delicate grains which can be obtained by the shrinkage of a gelatin film, as in the litho-gelatin process. But science is going still further, for an ordinary plain negative can now, by immersion in a concentrated solution of bichloride of mercury, be made to yield a gelatin relief in delicate grain, giving all the gradations of the picture from white light to black. Still the artistic standard always advances as improvements are made. We are not satisfied with the most beautiful gradations of light and dark as we see it in the process-work of today. We want expression in manipulation; we want cool linear work in distance and warm open grain in foreground and shadows; we want bold, rugged, realistic foreground masses in contrast with cool, ideal toney distances, and they, so far, can only be supplied by the aid of brain and hand to the best process plates by touching up or tooling, and here we have the wonderful versatility in lithographic methods to rely upon to produce the desired plates quickly and cheaply in monochrome or multichrome. The only thing which seems to be still lacking is the perfect transferring and printing facilities to render the work of the

modern lithographer really useful, and here again we have, thanks to the ever-restless energy of American ingenuity and invention, a host of talent which will help us over this difficulty too.

WHICH PAYS BEST: TYPOGRAPHY, OR LITHOGRAPHY?—J. W. P., Ottawa, Illinois, sends some samples of his off-hand copying ability, taken from caricatures in the June INLAND PRINTER. Being a young man of twenty-one years, and full of spirit to "buckle right down to learn engraving or be a first-class job printer," he wishes to know in which is the "most money." Our correspondent says he is an artist if he can go by what his friends tell him. As a subscriber to THE INLAND PRINTER, and reading everything in its pages carefully, he was attracted by some answers given in this department. *Answer.*—Regarding the specimen of your copying ability, I would say that the terms "art" and "artist" are too often misused at the present day. We must not call every one an artist because he can dash off something on paper from a copy before him, which a real artist has *conceived* before. However rough and crude may be his lines, if they convey to another person an idea full of meaning, or awaken in him a responsive chord of sentiment, then the originator thereof is an artist. Your dexterity of hand has seemingly advanced far enough to try composition, and the books you may get to study the principles are: F. G. Jackson, "Lessons on Decorative Design," 34 plates, \$2, The Inland Printer Company; also "Theory and Practice of Design," by same author, price \$2.50. Regarding typography and lithography, and their possibilities in art application or moneymaking, we can say the chances are equal. The unthinking mechanical lithographer is on a par with his brother type of the same caliber; neither of them has an advantage. On the other hand, the progressive man in any trade or profession gets along, be the direction of his progress either in art, business or invention. The field is unlimited for excellence in all the arts, trades and professions. Careful reading of the common-sense article, "The Training of an Illustrator," by Frank Holme, in the July issue of THE INLAND PRINTER, will do much to open the eyes of our friend, although I would not have it understood that careful training at first is in any way detrimental to an artist, as Will H. Low, in the June *Scribner's*, would have us think. Fundamental art principles must be laid by well-defined methods upon solid vital principles. The unthinking, mechanical adherence of the artist to these routine laws, and the neglecting of what is *real soul* and *life of art* in his mature work, is where the fault lies. The former principles can be achieved by diligence and labor, the latter requires imagination, thought and brain, and, if not spontaneous in an individual, can sometimes be developed by long years of experience; rules will never bridle or hold in check a genius, but they are necessary for the development of the ordinary intellect in the sphere of art.

A DEED OF GIFT.

The following is clipped from Croake James' "Curiosities of Law and Lawyers": "If a man were to give to another an orange, he would merely say, 'I give you this orange'; but when the transaction is intrusted to the hands of a lawyer to put it in writing he adopts this form: 'I, A. B., hereby give, grant and convey to you all and singular my estate and interest, right, title, claim and advantage of and in the said orange, together with all its rind, skin, juice, pulp and pips, and all right and advantage therein, with full power to bite, cut, suck and otherwise eat the same, or give the same away as full and effectually as I, the said A. B., am now entitled to bite, cut a d suck or otherwise eat the same orange, or give the same away, with or without its rind, skin, juice, pulp and pips, anything hereinfore or hereinafter, or in any other deeds, instrument or instruments of what nature or kind soever to the contrary in anywise notwithstanding."

5-5

NEWSPAPER GOSSIP AND COMMENT.

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects to O. F. Byxbec, 163 Fair street, Paterson, New Jersey. "For criticism" should also be written on papers when criticism is desired.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

STEPS INTO JOURNALISM.—By Edwin L. Shuman. Treats of newspaper work as a more or less exact science, and lays down its laws in an informal way for beginners, local correspondents, and reporters who do not already know it all. Cloth bound; \$1.25.

CONTESTS IN TYPOGRAPHICAL DISPLAY.

At this writing, designs of THE INLAND PRINTER letter-head contest (No. 5) are coming in rapidly. There are many very neat and appropriate specimens, and the judges will have no light task in making selections. There are to be but three judges in this contest, and they are all on THE INLAND PRINTER'S staff—C. F. Whitmarsh, the company's secretary; Ed S. Ralph, editor "Notes on Job Composition," and A. R. Allexon, who does most of the composition on the advertising pages of this journal. The result of their finding will be given in the September number, with reproductions of their selections and photographs of the successful compositors if they can be secured in time.

The book of dry-goods ads., comprising Contest No. 4, was mailed to all contestants on June 29. The work connected with making zinc etchings of 230 ads. was considerable, and this accounts for the delay in not having the book ready on June 1, as originally expected. Many letters of commendation have been received, speaking in high praise of the execution and value of the work. The book is now for sale at 40 cents a copy, and will be sent postpaid by The Inland Printer Company.

Routes 1 and 3 of the Bank of Hudson ads. have not yet completed their journeys. Route 1 was delayed over a month at one place in Canada, and is again missing at the last but one stop in its course. Route 3 has met with difficulties through a number of compositors having changed their residences. It is now in Missouri, and will continue its journey eastward through the Southern States.

In THE INLAND PRINTER for October, Contest No. 6 will be announced, and it is desired that compositors send in specimens of work that have been found difficult, or that they would like to see used for this contest. These should reach me not later than September 1.

JAMES H. POST, Carroll (Iowa) *Sentinel*.—The blotter and title-page are both very neat.

J. A. RUGABER, Chicago.—Yes, *The Tidings* has improved and certainly does you great credit. It is in every way neat and satisfactory.

At the third meeting of the New York Associated Dailies, held in Syracuse June 7, some very helpful papers were read and many practical ideas exchanged.

An interesting "Pioneer Edition" was issued in June by the Traverse City (Mich.) *Eagle*, containing reminiscences and sketches of the early settlers of that city.

On June 30, the Greensburg (Ind.) *Standard* published a full-page ad. on its first page printed in red, an appropriate color for the ad., which was a "Hot Shot Sale."

THE Buckhannon (W. Va.) *Knight-Errant* issued an appropriate Fourth of July edition, resplendent with an illuminated cover printed in the national colors.

A NICELY printed and embossed "Announcement of Removal" was sent by the Scranton (Pa.) *Register* to its customers and friends upon occupying new and commodious quarters.

THE Ashtabula (Ohio) News has been sold to the Ashtabula Printing & Publishing Company, publishers of the

THE INLAND PRINTER.

Daily Beacon and the Ashtabula *Telegraph*, and will be consolidated with the *Telegraph* under the title of Ashtabula *Telegraph*.

Stamp Talk, Kansas City, Missouri.—A neat and pleasing little monthly. I like the whole arrangement very much. Presswork needs attention, as color is uneven and impression too light in places.

AMONG the features of the Louisiana State Industrial Exposition was an exhibit of Southern newspapers, a medal being offered for the best weekly. The prize was awarded the Crowley (La.) *Signal*.

OVER 12,000,000 ballots were cast in a contest recently conducted by the Minneapolis *Journal* in behalf of school teachers and scholars. The winners will be taken on an excursion to the Pacific coast.

THE Philadelphia Sunday *Times* offers \$25 for a story of not less than two hundred words formed from the display lines of its advertising on a given day. Entire lines must be used, with restrictions on the number of words used to connect them.

Two nicely printed monthlies which merit special mention for the completeness with which they cover their subjects and for their mechanical excellence come from Indianapolis, Indiana. They are the *Agricultural Epitomist* and the *Practical Dairyman*.

THE *Industrial School Record*, Golden, Colorado, which was criticised a few months ago, has made the two or three slight changes then proposed. The name of Frank J. Smith, the new instructor in printing, now appears at the head of the neat little paper.

AFTER occupying the same rooms for more than twenty years, the Providence *Register*, Scranton, Pennsylvania, has removed to a fine new business building, where it has commodious quarters, well equipped and supplied with every modern convenience.

AUGUSTUS HARR, Tyrone, Pennsylvania.—THE INLAND PRINTER letter-head in red and blue is neat. I do not

admire the color scheme in the other—this plan is going out of use; a clear-cut line in red looks much better than the red and black together. Your bank ad. is a good one, and I reproduce it (No. 1). Mr. Harr writes: "I reset all my standing ads. whenever they become an eyesore, and this keeps the ad. columns a little fresher." This is an excellent idea, and gives an opportunity for improvement each time.

C. A. STIMSON, Coon Rapids (Iowa) *Enterprise*.—Your paper is carefully made up and nicely printed, but the register is off. Make the first, fourth, fifth and eighth pages back the others perfectly and it will be all right. Another lead between the lines in the second part of the double heads on first page is advisable. Ads. are attractively displayed.

A COPY of the San Angelo (Texas) *Press* came to me in less than a week after the criticism appeared in these columns in June, with the suggestions there made adopted. It has also made use of the heading for local happenings on page 359 of that issue.

Wheelock's Weekly, Fergus Falls, Minnesota.—Your "Graduation Number" is a very pleasing issue. A little less

ink would have improved some of the half-tones, but aside from this the mechanical execution throughout approaches a high standard of excellence.

FIVE Ohio publishers in Columbiana County have formed a combination whereby a co-operative county seat news service is maintained. Formerly each paper had its special correspondent, whereas now one man does the work for all, and telephone tolls are divided by five.

JAMES H. POST, of the Carroll (Iowa) *Sentinel*, who was well up in the honor list of Ad.-Setting Contest No. 4, has purchased a half interest in the Tama County *Democrat*, Toledo, Iowa. His partner is J. J. McMahon, Carroll County's superintendent of schools.

POTSDAM (N. Y.) *Courier and Freeman*.—The half-tones in the issue of June 21 appear to excellent advantage; in fact, the presswork throughout is of the best. Ads. are also well handled. There is an abundance of local news and correspondence, and it will pay to give more attention to the make-up of the latter. Put a lead between the items and grade them. Heads like "St. Mary's Church Fair" should be leaded out more. The cards in the "Business Directory" present a neat appearance; a section is reproduced herewith (No. 2).

ROY PHILLIPS, Hill County *Record*, Hillsboro, Texas.—The *Record* is a nicely printed paper, carefully made up, and contains neat and attractive ads. Bank ads. are well arranged and nicely displayed. The character "and" is improperly used in two of these—it should appear only in firm names.

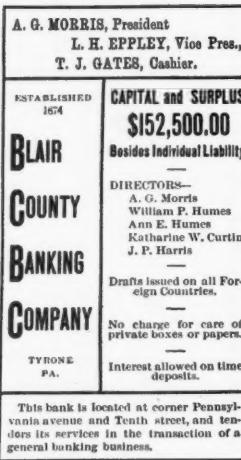
WINDBER (Pa.) *Era*.—On June 30 this new paper, after six issues, enlarged to a seven-column folio. It is a newsy sheet, carefully made up and containing neat ads. The presswork is weak through an uneven color and impression, but this is pardonable as the issue before me is the first from a new press.

T. J. WHITE, Emmettsburg, Pennsylvania.—The arrangement of your ad. is good. The upper portion could have been given greater prominence by reducing the wording below the rule. "Is now on; come early" should have been smaller, in any event. "Seasonable Bargains" deserved more prominence as a heading.

JAY CRAWFORD, Shenandoah (Iowa) *Sentinel*.—The plan of placing a blotter, on the outside of which is printed an ad. for the job department, on the top of pads of letter-heads and note-heads is a good one. This practically makes a writing tablet of each pad, and at the same time is an excellent advertisement for you.

W. H. FARMER, *Saturday Review*, Mobile, Alabama.—This new sixteen-page weekly of yours is a most interesting paper. It is nicely printed and all the matter is attractively headed. There is a little sameness about the ad. display, but aside from this the entire mechanical work is of a high order, presenting a most creditable appearance throughout.

SCOTT PEACOCK, of the Centerville (Iowa) *Iowegian*, in sending a copy of his paper for criticism, writes: "THE INLAND PRINTER has in the past year doubled my value to my employer." The ads. in the *Iowegian* are remarkably neat, and the presswork is also commendable. Make-up is well handled, except that eighth-page columns are not as even at either top or bottom as they might be. The sub-heading, "M. W. of A. MEMORIAL SERVICES" in the issue



No. 1.

lead between the lines in the second part of the double heads on first page is advisable. Ads. are attractively displayed.

A COPY of the San Angelo (Texas) *Press* came to me in less than a week after the criticism appeared in these columns in June, with the suggestions there made adopted. It has also made use of the heading for local happenings on page 359 of that issue.

Wheelock's Weekly, Fergus Falls, Minnesota.—Your "Graduation Number" is a very pleasing issue. A little less

Berry & Crapser, SMITH BLOCK,
ATTORNEYS AND COUNSELORS
WATSON B. BERRY. JOHN C. CRAPSER.

C. S. Ferris, ATTORNEY AND
COUNSELOR AT LAW
Ives' Block, Potsdam, N. Y. Money Loaned
on good security; at easy terms.

Frank N. Cleavland, COUNSELOR AT LAW
Specialty: Examination of Real Estate Titles
and Preparation of Abstracts and Opinions.
Canton, N. Y.

Dr. J. S. McKay, PHYSICIAN AND SURGEON
Office at Residence No. 80 Market Street, Potsdam, N. Y.

E. E. Weagant, D. D. S.,
Dental operations of every kind performed,
Crow and Bridge Work, Gold Crowns, Porcelain Crowns, Teeth with or without Plates,
Fillings of all kinds. Office in the New Ives' Block, Potsdam.

O. Bliss and E. V. Deans,
DENTISTS. Office in Lemon Block, 1½ Market St. Open from 8 a. m. until 6 p. m.

No. 2.

of June 20, is wrong as you have it; it should be "M. W. OF A. MEMORIAL SERVICES." Such heads are frequently wrongly capitalized.

THE Worcester (Mass.) *Daily Telegram*, "Worcester's first and only newspaper," now occupies offices at 551-556 Main street, and celebrated its removal to the new quarters by a four-page illustrated write-up in the issue of June 10. Large cuts of the Hoe press and folders and big heading serve to make the article an important feature of that issue.

ONE of the clearest and most practical papers, outlining a valuable plan for uniting the newspapers of a State for the promotion of business interests, that probably has ever appeared, was read at a recent meeting of the Associated Ohio Dailies by N. D. Cochran, of the Toledo *Bee*, and printed in the *Fourth Estate* of June 29. I regret that its length forbids reproduction here.

ALBION (Ind.) *Democrat*.—You are publishing a fine paper—bright and newsy, containing nicely set ads. Correspondence and local items present a creditable appearance. It would be a good plan to put heads on a few more of the longer local items, and the first line of display heads should be larger. Where paid readers are run among local items, they should be preceded by some distinguishing mark.

SINCE THE INLAND PRINTER's Bank of Hudson ad.-setting contest, the setting of bank ads. has received much more attention in many papers, several of which have been received calling special attention to this feature, and which

C. A. BARNES, Pres. W. W. MICHELWAIT, Vice-Pres.
H. C. DYE, Cashier.

STATE BANK of TABOR
CAPITAL STOCK, \$25,000.

Does a general banking and exchange business. Receives deposits from individuals and business houses subject to sight draft. Loans made on approved security.

No. 3.

have been mentioned from time to time. Although the paper was not sent for this purpose, I reproduce two good ads. (Nos. 3 and 4) from the Tabor (Iowa) *Beacon*, which show commendable treatment.

Fly Paper, Jackson, Michigan.—J. Roy Zwick, editor and publisher of this little monthly, formerly *Lake State Stamp*, states in the first number under the new title that he thinks he has the right name in the right place, as it is intended to make the publication of a kind that the readers will get decidedly stuck on. If the improvements proposed in this number are carried out, it will make a very neat little magazine.

HARRY B. WAKEFIELD, Hutchinson (Minn.) *Times*.—Aside from the "Professional Cards," which are marred by being set in a variety of styles, there are no faults in the mechanical features of your paper. It would be better to have your own correspondents in the towns now represented by clippings from exchanges, who should be able to increase the subscription list and thus give you a greater "pull" for advertising.

A. B. HANSON, Lamoni, Iowa.—The cover-pages of the *Gospel Quarterly* for the different grades are well constructed, but there is too much sameness to the title-page of the book proper. Aside from the placing of folios at the bottom of the page the make-up is very creditable, and if a better quality of paper was used the work would appear to the best advantage. A running title, with folios at the top, gives pages a much neater appearance.

ART E. PELTON, Grand Valley *Sun*, Grand Junction, Colorado.—Your paper bears the marks of good workmanship throughout. Ads. are very neat, those of the Grand

Junction Dry Goods Company and T. H. Haddock being particularly commendable. In grading headed articles the longest should always be put first; I note one column in the issue of June 6 where this order was reversed. Care should be taken to have electros of the proper height.

As a special number of surpassing excellence that of the Shenandoah (Iowa) *Sentinel*, entitled, "Twelve Years in the Life of a Newspaper," is worthy of particular mention. It consisted of forty-eight four-column pages with a neat cover, upon the title-page of which, as well as in the display of the

H. R. LAIRD, President. MARY E. LAWRENCE, Vice President.
L. J. NETTLETON, Cashier.

First National Bank.

CAPITAL, \$50,000.

Surplus and Individual Profits, \$6,300.00.

Does a strictly Banking Business, and has every facility for prompt and satisfactory service in every line. A liberal treatment given and patronage solicited.

No. 4.

advertising throughout, was shown excellent taste with many original ideas. The ad. man has a simple yet effective way of forming an initial letter which gives an ad. artistic effect. The text of the issue was an exhaustive description of the *Sentinel's* plant and personnel as it is today, and its history for the twelve years. From a financial standpoint it was no doubt a satisfactory venture, and at the same time formed a most valuable advertisement for the paper.

WILL P. CLOONAN, Butler, Missouri.—You neglected to state which of the papers in Butler you were connected with. As a rule the ads. clipped from the *Free Press* are the best, although there is room for improvement in many of these. Your envelope is a novelty. "I am from Missouri" should have been the first line, with "Show me the way back after five days" all in the second. Specimens of jobwork should be sent to Ed S. Ralph, Springfield, Ohio, for comment.

ONE of the most complete and in every way most commendable special editions I have ever seen is that of the Grand Forks (S. D.) *Herald*. It consisted of forty six-column pages, which were models of artistic make-up and correct, distinct ad. display, and was issued in commemoration of the twentieth anniversary of the birth of the paper. Distributed through the issue were twenty-six heads similar to the one reproduced (No. 5), ranging from two to four columns in width, and the arrangement and display of the ads. throughout was most commendable. Very few borders were used,

Railroad Lines

Which Enter
Grand Forks from
All Directions.

No. 5.

although nearly every ad. was surrounded by rules. Fine presswork served to enhance the whole. Grand Forks has a population of but 8,000, yet this is said to be the largest newspaper ever printed in the State, and the entire work was accomplished by a force of seven people in nine days, besides getting out the regular eight-page daily and sixteen-page weekly.

ON the occasion of the one-hundredth anniversary of Aurora, Ohio, the Ravenna *Republican* gave an exhaustive account of the celebration, with a history of the town, fully illustrated. The *Republican* publishes each week a most complete array of local and vicinity news, 112 items appearing under the head of "Personal and Social," which does not include "City Items." In the correspondence nineteen towns are represented, many of them by from twenty-five to fifty

items. Subscribers are invariably dropped from the list when the time paid for expires, but it is doubtful if the *Republican* is called upon to drop many names, as its readers must find it too valuable to lose.

G. BENTLEY GLADDEN, *Pacific Magazine*, Riverside, California.—Your paper has improved in the last two months. I should avoid using plate matter on the first page. The display head on the first page of the issue of June 16 was too crowded—it should have been leaded out more. "Killed his wife, then shot himself," was sufficient for the first line. Ads. are neat, though not distinctive enough to warrant reproduction. The blotter inclosed was a good one. A suggestion to send a postal might have added to its effectiveness.

SHOULD job printing be done in a newspaper office? This question is asked by a number of editors, and if I were to answer it with a monosyllable the reply would be "No." And yet the answer needs qualifying. There is only one really successful way in which a newspaper can conduct a job printing establishment and that is by having the work done in separate rooms, by a separate force of men. The more clearly the dividing line is drawn the more successful will be each venture. I have in mind the best paying newspaper in a city of 100,000 people which, strictly speaking, runs a job department. Although conducted in the same building, each is entirely separate. From business manager to devil, and from business office to pressroom there is no connection whatever. There are even two separate corporations, but with the same stockholders. As it has been found more profitable to employ men to devote their whole time to straight composition, to presswork, and to the various other details of the printing office, so is it doubly wise for employers to devote their whole attention and effort to either the newspaper or the job office, but not to both. If the publisher is unwilling to give up his jobwork, then let him lease his plant to a capable printer, thus insuring an income from it, and by devoting all his time and energies to the pushing of his newspaper property he will undoubtedly find his income from this alone to exceed what had previously been enjoyed when the two were worked jointly. That newspapers and job plants are conducted jointly and are deemed successful I do not deny, but such concerns are exceptions, and it is a question if even these could not be bettered by separation.

I HAVE noticed several paragraphs in trade papers of late relative to "woman's columns" and "woman's departments" in the daily and weekly papers which have a tendency to relegate this important part of the home paper to the past ages. It is true that the manner of conducting such departments, as practiced by the great majority of papers, is or ought to be obsolete. The reprint articles from magazines on how to clean dish pans, what to give in case of croup, what to wear at weddings, and the like, have no place in the newspaper. But there are matters of news that interest women more than men; there are some such matters that will be read eagerly by women, but which men will barely glance at. The woman's department should contain full accounts of weddings, including costumes and minute descriptions of all that transpires. The personal column should be kept on the woman's page, and this can not be developed too much. I know of one daily paper where there is a standing rule requiring every reporter to bring in a certain number of personal items every day. There are plenty of such items that will materially aid the subscription list, and reporters should be required to "develop the nose" for them. Descriptions of toilettes at balls and all social functions should be carefully and correctly given. Questions of domestic economy, recipes, and family remedies should only be used where they can be localized, or when emanating from the pens of local women. It is better to ignore fashions

entirely than to depend on plate service that is but a repetition of what has already appeared in magazines. Unless a private service, giving advance fashions, can be secured, which is usually so expensive as to be almost prohibitory, it is better to leave this information to be disseminated by publications devoted mainly to the purpose. A publisher can not do better than to put this portion of his paper under the supervision of a bright woman who by experience and intuition knows more than man can ever learn of what is relished by the woman in the home.

LIEUT. WILLIAM AIMISON, CONFEDERATE VETERAN.

There are few printers in the United States who do not know Mr. William Aimison, ex-president of the International Typographical Union, and trustee of the Union Printers' Home at Colorado Springs. At the recent reunion of the Confederate Veterans at Charleston, South Carolina, Mr. Aimison had a chance to revive his memories of the great Civil War, to meet the remainder of his comrades in arms,



WILLIAM AIMISON.

and to revive the impressions of that long struggle. He was into nearly everything that happened, including Murfreesboro, Chickamauga, Shiloh, Missionary Ridge, Ringgold, Rocky Face, Drury's Bluff, Bermuda Hundred, but was only wounded once. He was with Lee at Appomattox, but nearly missed that event, for in the "Battle of the Crater," as the mine was called that was exploded before Petersburg, Virginia, he was buried alive beneath the great mass of sand, logs and débris that was thrown up by the explosion. He was fortunately "grabbed out," as he expresses it, before the breath left his body. Mr. Aimison is now a resident of Nashville, Tennessee, and his portrait herewith is one of the latest and best by Tarbell, of Asheville, North Carolina. THE INLAND PRINTER has pleasure in offering a deserved tribute to this consistent and high-minded representative of the printer's art.

BOOKS AND PERIODICALS.

In this department special attention will be paid to all publications dealing entirely or in part with the art of printing and the industries associated therewith. While space will be given for expressions of opinion on books or papers of general interest which may be submitted for that purpose, contributors will please remember that this column is intended in the main for reviews of technical publications. The address of the publisher, places on sale, and prices should be inclosed in all publications sent for review.

AMONG the many tasteful and original publications issued by Mr. R. H. Russell, of New York, "The Marlowe Book" is not the least in merit and interest. Fine half-tone portraits of Miss Marlowe in the various characters of her repertoire constitute the book, the mechanical production of which is beyond cavil.

"SEVEN YEARS OF HUSTLING."—The leading article in the Chicago *Photo-Beacon* for July, the most practical photographic magazine of its size in this country, is headed "Au Revoir," and is an explanation by Mr. F. Dundas Todd of his financial rise and progress since he came to America from Scotland seven years ago, and an excuse for his taking a holiday to the land of mists.

THE *Conservative Review*, a quarterly, published at Washington, D. C., by the Neale Company, 431 Eleventh street, Northwest, and now in its second number, is an impressive magazine of the quality and style of the *North American Review*. It is a gratifying evidence of the ripening of our national character that magazines, of which the *Conservative Review* is a type, are acquiring increased circulation and favor.

A BOOK of "Cartoons by Will E. Chapin," an artist whose work THE INLAND PRINTER has already had occasion to mention, has been issued by The Los Angeles Times-Mirror Company, Los Angeles, California. L. E. Mosher writes an interesting introduction to the work under the heading, "Cartoons, Their Definition and Mission." Mr. Chapin's work shows not only originality so far as ideas are concerned, but ability to draw.

THE SIZES OF BOOKS.—A writer in the *Revue des Arts Graphiques* insists upon the growing necessity of adopting a reform which has been on more than one occasion suggested of late years. This is that booksellers and publishers (not to speak of librarians and bibliophiles) should indicate the sizes of their books in inches—or centimeters—of height, instead of using such terms as folio, quarto, octavo, and so on, which, owing to the variation in sizes of paper, the amount of trimming given, etc., mean now practically nothing, as the difference between, say, a royal 8vo. and a "small" folio is frequently not very appreciable, as regards height at any rate.

FROM the press of Searcy & Pfaff, New Orleans, there has been issued recently "A Volume of Various Verse," by Ch. J. Colton, a collection of fugitive poems and verses published in various newspapers and notably in the New Orleans *Times-Democrat*. Mr. Colton is at his best in his imitations of the punning verse of Hood and others, and in the fun which is the result of a perverted meaning, as in the following:

DOMESTIC AMENITIES.

"Man's work is from sun to sun,
But woman's work is never done."
Thus quoted Mrs. Prewett;
Her husband loudly laughed, "Ha, ha,
That shows how lazy women are:
Why don't they go and do it?"

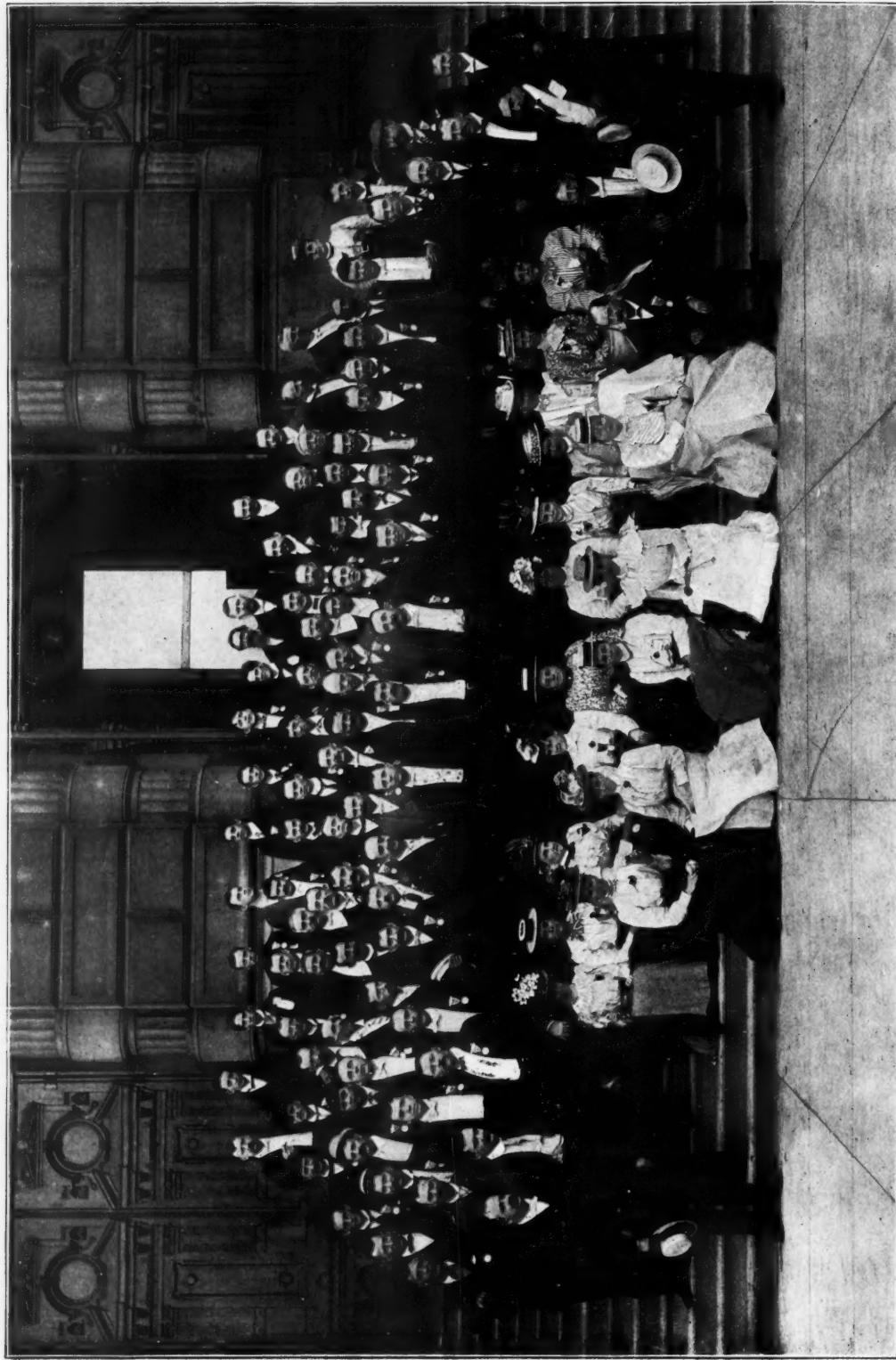
SOMETHING ABOUT MODERN COLOR-PRINTING.—There has been a very general impression for some years that color-printing outside of France was in a more or less experimental state, and to judge by the ordinary commercial examples seen in America there is little room for any other opinion. Improvements made in photography have brought the so-called "three-color process" into wide use, and much has been claimed for this which so far has by no means been realized. This process, as is well known, involves the mak-

ing of three negatives, one for each of the primary colors—yellow, red and blue. To do this, colored screens are used that exclude all the light rays but those of the specific color required—that is, the screen for the yellow negative excludes all other rays, etc. From these negatives half-tone plates are made. The principle that underlies the process may be scientifically correct, but the difficulty lies in the application. An impression is taken of the yellow plate, and on this is printed the red and then the blue, and the blending is supposed to give the various tints that may exist in the original colored picture. If the negatives could be made exactly right, and the plates perfect, just the right blue, yellow and red chosen, an absolute registry secured on the press, and just the proper blend be attained, the result might be a perfect reproduction; but so far the best work of this kind has been only a fair approximation. For several years the American magazines have been experimenting with color-printing, and among them *Scribner's* has used color both on its covers and in illustrating some important feature of particular numbers; but it has dealt with it in a simple way, preferring to attempt things that involved masses and gradations in tone rather than elaborate reproductions of paintings. A printing of some drawings by A. B. Wenzell in that magazine, several years ago, in tints, from blocks engraved on wood by the famous French engraver Florian, gave a notable showing of what might be accomplished in this direction. It is in this field that the best results have been obtained, and *Scribner's* announces that there will appear in the August, Fiction Number, for this year, a further development of this idea. The process used, it is said, is in no sense allied to the three-color one, but the result is obtained by using plates that have been very skillfully reengraved by hand in such a way as to attain much more delicate effects than is possible by the usual methods. The frontispiece and a number of illustrations accompanying a story in the body of the magazine, are color reproductions of a remarkable series of drawings by W. Glackens, one of our younger artists, whose work has brought him distinction within the last few years. It is confidently believed by the publishers that in novelty and richness of effect this color-work will challenge comparison with the best of contemporary French printing. The cover of this number, also in color, is from a design by Maxfield Parrish.

THE STANDARD INTERMEDIATE SCHOOL DICTIONARY OF THE ENGLISH LANGUAGE, abridged from the Funk & Wagnalls Standard Dictionary, by James C. Fernald, editor of the Students' Dictionary. 8vo, cloth, 533 pages, 800 illustrations; price, \$1.

This attractive little volume contains 38,000 words, especially selected with a view to meeting the needs of pupils and teachers in the public schools, and for a volume of its size the vocabulary is remarkably complete and inclusive, the newer words and meanings being carefully given. In the vital matter of definition this dictionary will stand exceptionally high. However brief the definitions, they always tell something characteristic and distinctive, and wherever this dictionary has occasion, as every small dictionary sometimes must, to define by synonym, it always defines the less familiar by the more familiar, or by some word, the meaning of which is elsewhere very fully given. The orthography and pronunciation are those of the Standard. Where two spellings are sanctioned by competent authority, both are recorded, the preference being always given the simpler form. The book is well printed and bound, and has the admirable quality of opening flat and staying open at any point desired. It will be found a handy desk book for proofreaders and literary workers.

THE INLAND PRINTER is unquestionably the finest trade paper of its class published in the world. It is an inspiration to any printer who reads its columns.—*Frank Shoop, St. Paul, Minnesota.*



DELEGATES AND VISITORS AT CONVENTION OF THE INTERNATIONAL PRINTING PRESSMEN AND ASSISTANTS' UNION,
TAKEN ON STEPS OF CAPITOL BUILDING, INDIANAPOLIS, INDIANA, JUNE 21, 1899.

NOTES ON JOB COMPOSITION.

BY ED S. RALPH.

Under this head will appear, each month, suggestive comment on the composition of Jobwork, advertisements, etc. Specimens for this department must be clearly printed in black ink on white paper, and mailed flat to Ed S. Ralph, 18 East Liberty Street, Springfield, Ohio.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

VEST POCKET MANUAL OF PRINTING. 50 cents.
THE COLOR PRINTER, by J. F. Earhart. Reduced to \$10. The Inland Printer Company.

MODERN PRINTING.—Section 1. The Composing Room. By John Southward. A handbook of the principles and practice of typography and the auxiliary arts. \$1.50.

MODERN LETTERPRESS DESIGNS.—A collection of designs for job composition from the *British Printer*. Vols. III, IV and V. 60 cents each. Specify which volume is wanted.

JOB COMPOSITION: Examples, Contrast Specimens and Criticisms Thereon, together with a brief treatise on display. By Ed S. Ralph. A most useful and instructive book. 50 cents.

DESIGNS AND SUGGESTIONS FOR JOBWORLD.—A 50-page pamphlet, 6 by 9 inches, with handsome cover, giving 86 designs for job composition, taken from the *British Printer*. Printed in fine style by Raithby, Lawrence & Co., Limited. 50 cents.

DE MONTFORT PRESS SPECIMENS.—A magnificently printed specimen book, 9 by 11 inches in size; bound in flexible cloth, containing 50 sheets of artistically executed samples of typographic art, color printing and engraving. Specimens of half-tone colorwork by various processes are also given. \$1.10.

COST OF PRINTING, by F. W. Baltes. This book presents a system of accounting which has been in successful operation for ten years, is suitable for large or small printing offices, and is a safeguard against omissions, errors and losses. Its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages; 6 $\frac{1}{4}$ by 10 inches on 100-lb. S. & S. C. book paper; cloth bound; \$1.50.

A. B. HANSON, Lamoni, Iowa.—Cover-designs are neat and attractive.

BULLETIN, Collingwood, Ontario.—Folder an excellent one. Display good.

CHARLES F. LINK, Kirksville, Missouri.—Ads. all neat and well displayed.

GREENUP PRESS, Greenup, Illinois.—Specimens neat and excellently well displayed.

GEORGE L. BELL, Boston, Massachusetts.—Specimens all neat and well displayed.

R. EARLE WILLIAMSON, Jamestown, New York.—Cards neat and quite well displayed.

J. R. ANDREWS, Rockett, Texas.—The reset copy of the note-head criticised in this department in June is a decided improvement and is now very neat. We reproduce the Rockett heading, example No. 1, in order to illustrate a

T. M. Rockett & Co.



DEALERS IN

General Merchandise

T. M. ROCKETT
W. C. ROCKETT
J. M. DAVIS

Rockett, Texas, _____ 189
No. 1.

point which we have repeatedly called attention to in this department. It is a fault which many have, and we do not reproduce it for any other reason than to better illustrate the point in question. The firm name in stationery work is the most important and the business engaged in is the next. A smaller size of the type employed for the firm name should have been used for the line "General Merchandise." The names should have been much smaller, and also the line "dealers in." As the heading now appears, as much prominence is accorded the above items as is the date line, which should be larger than it is now.

CAPITOL PRINTING COMPANY, Montgomery, Alabama.—Too much color on the *Advertiser* card. Other specimens

attractive and well displayed. Your card with June calendar is unique and a good one.

D. MINDERMAN, West Alexandria, Ohio.—The design of the cover set by you is the best.

L. CANNIFF, Montreal, Canada.—Your ads. are very attractive and forcefully displayed.

LENNIS BRANNON, Talladega, Alabama.—Very neat, indeed, are the specimens now before us for criticism. Not a poor one in the entire collection. We reproduce the programme page of the Aldrich Grammar School (No. 2). It is an artistic piece of composition, and an excellent one as to plan.

L. A. BELANGER, Sherbrooke, P. Q.—Programme for the Kirmess is neat and well displayed.

MATT KUMP, Xenia, Ohio.—Your brochure is a vast improvement over the reprint copy.

WILLIAM SIMPSON, London, Ontario.—Both of your designs are excellent and quite unique.

JOE H. CAMPBELL, Canandaigua, New York.—Programme is very neat and correctly treated.

GEORGE E. COAPMAN, Rochester, New York.—Taken as whole your specimens are neat and creditable.

W. E. CARPENTER, Britton, South Dakota.—Specimens neat and well displayed. Blotters especially good.

G. H. WOODWORTH, Wetona, Pennsylvania.—Specimens neat. Show improvement. King card an excellent one.

CONSERVATIVE, Tipton, Iowa.—Fair catalogue is excellent, especially the ads. Other specimens of the same class.

ROBERT RANKIN, Duluth, Minnesota.—Your specimens are neat and attractive. The letter-head is especially good.

MERCHANTS' PRINTING COMPANY, Seattle, Washington.—Blotters quite effective. Booklet fine. Other specimens neat.

R. E. STILWELL, Dryden, New York.—The note-head is neat, but the matter is too scattered. Card well balanced and neat.

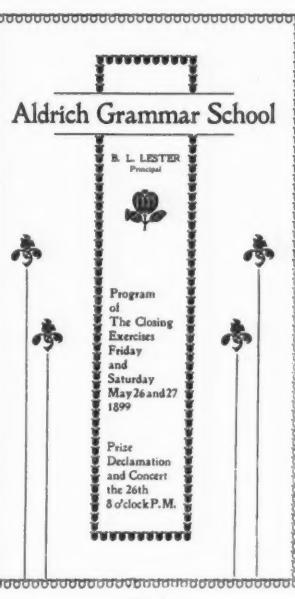
H. H. WALLING, Placerville, California.—Decided and commendable improvement in the Celio bill-head over the reprint copy.

GAZETTE COMPANY, Elmira, New York.—Specimens are all excellent as to design and display. They are on the artistic order.

W. L. PURCELL, Moline, Illinois.—The Gustus School catalogue is an excellent one. The composition is artistic and correctly treated.

O. W. WALKUP, Galesburg, Illinois.—The Frost catalogue is a neat and excellent piece of composition and the press-work very creditable.

C. M. BERKHEIMER, Osterburg, Pennsylvania.—Specimens had been criticised when letter was received. Specimens are always criticised the month following that on



No. 2.

THE INLAND PRINTER.

which they are received. The Engraver's Roman makes a very nice invitation. Type of one kind, used in various sizes, always looks well.

EDWARD W. STUTES, Grand Forks, North Dakota.— Specimens are all excellent as to balance, correct whiting out and display. We reproduce two of your specimens, examples Nos. 3 and 4. No. 3 is an excellent piece of com-

HEADQUARTERS, GRAND FORKS, N. D., CARE HOTEL PRESCOTT
S. E. LAMSON
REPRESENTING
WRIGHT, BARRETT & STILWELL CO.
MANUFACTURERS AND JOBBERS
ST. PAUL, MINN.
STATIONERY
BLANK BOOKS
SPORTING GOODS
BUILDING PAPER
WRAPPING PAPER
PRINTERS SUPPLIES

No. 3.

189

position and a good example of dignified display. The No. 4 specimen is a good study in balance, forceful and correct display. The programme which you speak of is a bad piece of composition.

STARNAME BROTHERS, Berlin, Ontario.—The Starname card is the neatest, although it has too scant a margin at the right side. The line "Printers and Publishers" is not

due it. The brochure for the Houston Cotton Exchange is worthy of special mention.

U. A. McBRIDE, JR., Warrensburg, Missouri.— Cover and other specimens good. Can not make reproductions unless specimens are clearly printed on white paper and in black ink.

GERMAN NEWSPAPER COMPANY, Dayton, Ohio.—The Harmonia Souvenir printed by you for the Gesellschaft Harmonia is a very creditable one. The title-page is especially good.

A. H. CROWTHER, Osage, Iowa.—The commencement programme printed in brown ink is by far the best piece of composition. The blotter is good and so are the other specimens.

F. W. WILLIAMSON, Barrie, Ontario.—Improvement is noticeable on the reset heading for John H. Neelands. Also in the C. E. programme. Other specimens neat and well displayed.

A. S. WERREMEYER, St. Louis, Missouri.—Circular is well set, but it was a time-taker. We presume no other way would suit the customer. Such jobs should be charged time-work. Card neat and well balanced.

CHARLES C. PARKER, Marysville, Ohio.—Letter-head good as to design and plan; well balanced. Raw folder not

Grand Forks, N. D.,

189

M

BOUGHT OF B. D. WHITE & SON
DEALERS IN
FLOUR, FEED
HAY, ETC.....

NO. 123 SOUTH THIRD STREET
TELEPHONE 276

No. 4.

accorded enough prominence for a card. The other card is quite good as to design, but entirely too fancy.

KEystone PRESS, Portsmouth, Ohio.—The July blotter is an excellent one and very attractive. The other specimens are very good and neat.

B. BERTRAM ELDREDGE, Brockton, Massachusetts.—Correct balance, whiting out, forceful and artistic display are characteristic of your specimens.

H. B. TRUNDELL, Danville, Virginia.—Specimens are neat and artistic as well. You have the best wishes of THE INLAND PRINTER in your new venture.

M. A. ANDERSON, Fairbury, Illinois.—You made a decided improvement in the school certificate over the reprint copy. Other specimens very neat indeed.

W. H. DIETRICH, Geneva, Ohio.—You made improvements on both reset jobs. Be careful of overornamentation on stationery work and shun curved lines.

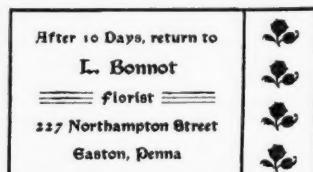
S. L. PICKENS, Clarion, Pennsylvania.—No. 1 is the best card specimen, but it could be improved by arranging the matter differently. The card is quite good.

JAMES NEWMAN, Galveston, Texas.—Your specimens are all of a high class. The Chamber of Commerce menu is very artistic in all respects and we regret that we did not have a proof of the title-page in black that we could repro-

good; rulework on inside page makes bad showing. Brochures for literary societies are good. Tribune check excellent.

O. C. TRASHER, Portland, Indiana.—The commencement programme is a good piece of composition. Be careful and do not get your display lines too long. It is better to break up the reading matter, and not try to crowd too much in one line. The presswork is good.

J. W. HOBSON, JR., Easton, Pennsylvania.—Specimens very pleasing and artistic. Correct treatment typographically, and harmonious color combinations characterize the entire collection. We reproduce one of your envelope corners, example No. 5. We like it for its simplicity and suggestive ornamentation.



No. 5.

A. D. STEARNS,
West Plains, Missouri.—Do not use so much border on your jobs. Strive more after simplicity, correct whiting out, balance and forceful display. Above all things do not employ so many different faces of type in the construction of your

work. It is a bad plan and prevents a neat, clean-cut appearance.

THE HEARSON PRINTING COMPANY, Bellevue, Ohio.—The rulework on the Higgins heading is purely a matter of taste. We think it is all right. Blotters are always a good way in which to advertise the printing business. While yours are not as forcefully displayed as we think they should be, yet they are by no means bad.

GEORGE W. BRONG, Philadelphia, Pennsylvania.—Ads. are of a high class. We reproduce two of them, examples Nos. 6 and 7, your best two specimens. They are good studies.



GEORGE P. SWAIN, East Providence, Rhode Island.—As to design the July calendar is very artistic. We are sure it will prove a good advertisement for you. As to the harmony of the colors, the chrome blue and verdin blue are the best for the stock employed and produce a very harmonious and

A. W. DAUGHERTY, Evansville, Indiana.—The reason you did not get a register on your book form was from two causes: First, the paper was cut crooked. Second, it should have been fed to one guide edge. You used two guide edges. If you fed the stock through the press the first time, using the right-hand guide, you should have reversed the guide on the second side and employed what is termed a left-hand guide.

pleasing effect. The only way in which we think you could have improved the calendar is in the type used for the main display. A heavier face would have been better.

J. J. BRINE, Lowell, Massachusetts.—The series of Ayer ads. are among the best we have ever seen. The designing is excellent and the typographical work without flaw. We reproduce one of them, example No. 8. Certainly these ads.

What's in a Name?

There were many Franklins, only one Benjamin; there are scores of Sar-saparillas, only one Ayer's. It has been curing people year in and year out for 50 Years.

Any doctor in the land who believes in any Sar-saparilla only believes in Ayer's; and any unbiased, right-minded man will tell you that it is and always has been "the leader of them all."

AYER'S

There's everything in that name.

ALL DRUGGISTS SELL AYER'S SAR-SAPARILLA. \$1.00 A BOTTLE.

No. 8.

should bring good returns, for they can not fail to attract attention anywhere, and it would be impossible to hide them, no matter how they might be "sandwiched."

L. HOOVER, Franklin, Tennessee.—The cut on the Roberts note-head was a poor one to begin with and a faulty make-ready helped it to work poorly and indistinct. Cuts like these have to be treated in a heroic manner and very heavy overlays employed to bring them out. These overlays should be placed low down on the tympan and a pressboard placed over them. This will prevent the overlay marks from showing on the printed sheet. Your specimens are good as to composition and the general presswork creditable.

ADVERTISING FOR PRINTERS.

BY MUSGROVE.

I want the experiences of advertising printers, with samples. I will criticise and suggest when samples are sent. Readers desiring samples of things mentioned in this department should address the printer, with 5 cents in stamps to pay postage.

I AM sorry that McCallum & Pratt, Owen Sound, Ontario, printed such wretchedly bad half-tones in their book, on a page where they said, "Our half-tone work is unexcelled!"

In sending me samples of printed matter, tell me how they pulled, and if they did not pull, say so. I am here to advise about your advertising, not simply to say good or bad things about samples.

THE Nobles County Democrat, Adrian, Minnesota, sends me a batch of the ads. they use in their paper. The ads. are certainly ornate and display a certain artistic perception in the use of borders and ornaments.

W. A. NOSWORTHY, 70 Fifth avenue, New York City, has the artist's appreciation of the possibilities of paper in the

"Pearson's, the new eight-cent magazine, is a wonder of art and fine letter-press. The art work is first-class, and among its contributors are numbered Rudyard Kipling, Ian Maclaren, Conan Doyle, Anthony Hope, Bret Harte and Robert Barr." —*Norwich Bulletin*.

PEARSON'S

THE GREAT HOME MAGAZINE
OF ENGLISH SPEAKING COUNTRIES

Among the Popular Features of the May Number are:

| | |
|--|--|
| A Child Study | A. de Pretas |
| Monasteries in the Air | Drawn in red crayon by P. H. Miller |
| The Old Man's Papers | Illustrated with Photographs |
| A Plague of Hyacinths | John Marshall |
| The Adventures of Captain Kettle | From "Cred" |
| A QUICK WAY WITH REBLES | Illustrated by Lallie Garet-Charles |
| Sweet Eliza | Illustrated by Stanley L. Wood |
| The Training of Wild Beasts | Illustrated with Photographs |
| Real Ghost Stories | George H. Heron |
| No. III.—THE STORY OF NO. I, KARMA CREECH. | Illustrated by B. E. Mann |
| Horses in Hats | Illustrated with Photographs |
| The Cowardice of the King | J. Malcolm Fraser |
| The Army of the Interior | Illustrated by W. Dewar |
| The Conversion of the Professor | Robert Macrae |
| Life's Little Mysteries | Illustrated by D. E. Wilson |
| Night-Road Romances | Illustrated by H. Mayr |
| The New Wizard of the West | Illustrated with Drawings and a Photographic |
| The Art of the Age | Illustrated |

The front cover design is from a Photograph by Lallie Garet-Charles

8 Cents 8 Cents 8 Cents

NOW ON SALE AT WANAMAKER'S

*The first feeling on looking over the more than 100 pages of Pearson's, owing its clean typography, its fine, well-finished paper, and its profusion of very artistic and beautifully printed illustrations, is one of surprise that it is possible to circulate such a periodical at eight cents a copy.—*Chicago Chronicle*.

No. 7.

THE INLAND PRINTER.

production of results in the hands of the printer. There is a delightful daintiness and character about one of his recent blotters that wins and holds attention.

WOOLSEY Printing House, 38 Third street, Newburgh, New York, sends out a little booklet, "Seven Sentences," which shows some good ideas for its clients, and demonstrates its ability to do extra good work. At the top of each page is inclosed a text in a little panel, beneath which are some very pertinent remarks.

PITTSBURG ALUMINUM COMPANY, Pittsburg, Pennsylvania, sends me a pretty folder entitled, "What is Aluminum?" that is a good idea. People want to know something more about a metal that is to the vast majority of us a more or less mysterious thing. But this circular should have been a booklet illustrated in pen-and-ink, describing the process by which aluminum was made, showing the numerous good things that came from its use, how it was invaluable in the household, and, in fact, giving an entertaining talk on the subject, so that the person who picked up the booklet would be induced to read it. There is a big field for the Pittsburg company in properly pushing their product among the *users*.

THE ELEVATOR PRESS, Fort Smith, Arkansas, sends me a very pretty booklet, in which is reprinted a little article that I wrote for this department on "Persistency in Advertising." The article was copied in nearly every advertising trade journal in the country, and was, I am pleased to say, favorably commented on by many who wrote me. Weldon, Williams & Lick, the proprietors of The Elevator Press, write me about their booklet as follows: "We are more than pleased with the results. To show the freaks of advertising we will relate a circumstance. We had a small \$2 ad. running in *The Elevator* for one of our merchants. We sent him one of our books; next day he ordered his ad. out, but placed an order for four issues of advertising matter similar to the booklet, the amount of which was about \$75, or an amount equal to three years of his ad. Strange things will happen."

THE Tuttle Company, Rutland, Vermont, sends me one of the best short arguments for artistic printing that I've seen in a long time:

APPEARANCES.

First impressions are lasting. The first chapter of a book forms our opinion of the author; the first view of a man forms our opinion of him. If he is well dressed, we give him attention, and he influences as he could not were he dressed shabbily. In some of the most important transactions of life—for instance in trade—we may never see the man. Not seeing him, we must form our opinion from things that we do see.

"Polished brass will pass upon more people than rough gold."

The appearance of your envelope, card, letter-head or circular often decides the placing of many dollars' worth of business. Dress your printing representative with as much care as you would have your living agents bestow.

You want a painstaking printer; an honest follower of Franklin. Prices should not be the only consideration.

THE TUTTLE COMPANY, RUTLAND, VT.
ESTABLISHED 1832.

F. H. GERLOCK & CO., Scranton, Pennsylvania, are new people to our department, but they have been studying what we have talked about. Their little paper, "Profitable Printing," is a clever little folder containing lots of meaty arguments for the users of printing, interspersed with readable anecdotes. From the same people I received a booklet of rather formidable proportions, with the title "Extraordinary," printed on rose-tinted enamel paper, bound in rough brown paper. The inside is printed in two colors. It contains a talk about Gerlock & Co's printing plant, with illustrations of prominent Scranton buildings, and some specimens of half-tones. The book takes up the discussion of how to print a catalogue, how to illustrate, paper books for lawyers, printing of the odd things of advertising, etc. Then it further talks about "Legal Hints for Business Men," which contains lots of information that business men would like to

have at hand at short notice, and the book winds up with a lot of recommendations from prominent Pennsylvania business firms for whom this firm has done work. I like this book; I think it has a permanent value as well as being a good ad., and as such it fills a place that is between the very expensive handbook and the, at best more or less ephemeral, booklet devoted entirely to the advertising of a business.

SOME of the banks and trust companies are commencing to wake up—come out of their shell of ultra-conservatism, with the result that I am almost daily being placed in receipt of little books and brochures that these "awfully proper" institutions are sending out. As may be imagined, almost all of them are of no earthly good as an advertisement, being nothing but bastarded and stiff-necked announcements of financial condition. There is a chance in every town for the bank to send out a booklet, with some such name as this: "When You Go to Bank," or "How to Do Business with a Bank," which would contain hints about the different lines of business that a bank did, how it did each line, and hints to its customers. Such a little book would be a welcome companion to lots of people, and a direct aid to bank officials themselves. Such a booklet would be an excellent advertisement, and one consistent with the dignity of the most conservative institution. Go after your bank with the above hint.

THE BIRTH OF THE WESTERN PAPER TRADE ASSOCIATION.

AT the meeting of the paper trade jobbers in Chicago, held at the Auditorium, on June 27, 1899, the following gentlemen were present: L. M. Alexander, Port Edwards Paper Company, Port Edwards, Wis.; W. A. Ballard, *Paper Trade Journal*, New York City; George E. Bardeen, Bardeen Paper Company, Otsego, Mich.; C. L. Blanchard, Standard Paper Company, Milwaukee, Wis.; J. C. Brocklebank, Manufacturers' Paper Company, Chicago and New York; Benjamin Brown, Brown & Clark, St. Louis, Mo.; F. O. Butler, J. W. Butler Paper Company, Chicago; J. F. Butler, J. W. Butler Paper Company, Chicago; J. W. Butler, J. W. Butler Paper Company, Chicago; James A. Carpenter, Carpenter Paper Company, Omaha, Neb.; W. G. Chappell, St. Louis Paper Company, St. Louis, Mo.; Fred J. Clampitt, Whiting Paper Company, Chicago; J. A. Church, Cincinnati Cordage and Paper Company, Cincinnati, Ohio; W. L. Davis, Winnebago Paper Company, Neenah, Wis.; H. G. Freeman, Fox River Paper Company, Appleton, Wis.; J. E. French, Three Rivers Paper Company, Three Rivers, Mich.; J. W. French, Michigan Wood Pulp Company, Niles, Mich.; E. B. Fritz, *The Paper Mill*, New York city; C. D. Garnett, Garnett & Allen Paper Company, St. Louis, Mo.; Frank Garrison, Centralia Paper Company, Centralia, Wis.; William M. Gilbert, Gilbert Paper Company, Menasha, Wis.; W. C. Gillett, Chicago Paper Company, Chicago; B. C. Hill, Wabash Paper Company, Wabash, Ind.; A. T. Hodge, Chicago Paper Company, Chicago; H. M. Howard, Aetna Paper Company, Dayton, Ohio; Joseph Joyce, Empire Paper Company, Chicago; Fred L. McClellan, McClellan Paper Company, Minneapolis, Minn.; Col. Harry E. Mead, Mead Paper Company, Dayton, Ohio; O. A. Miller, Central Ohio Paper Company, Columbus, Ohio; Frank H. Millham, Bryant Paper Company, Kalamazoo, Mich.; James T. Mix, International Paper Company, Chicago and New York; George W. Moser, Moser-Burgess Paper Company, Chicago; William Morrill, Champion Coated Card and Paper Company, Hamilton, Ohio; Thomas E. Nash, Nekoosa Paper Company, Nekoosa, Wis.; F. Y. Norris, Chicago Paper Trade Credit Exchange, Chicago; T. F. Rice, Bradner Smith Paper Company, Chicago; W. A. Scott, Grand Rapids Paper Company, Grand Rapids, Wis.; W. A. Stowe, Grand Rapids, Mich.; J. E. Thomas, Nekoosa Paper Com-

pany, Nekoosa, Wis.; William J. Ustick, Fox River Paper Company, Appleton, Wis.; J. Fred Wagner, *The Paper Trade*, Chicago; Robert White, James White & Co., Chicago; Col. C. B. Wing, Diem & Wing, Cincinnati, Ohio; William Woods, Chatfield & Woods, Cincinnati, Ohio; James E. Wright, Illinois Paper Company, Chicago.

Mr. Frank O. Butler, of the J. W. Butler Paper Company, was chairman at the banquet at the Auditorium. Mr. O. A. Miller, of the Central Ohio Paper Company, Columbus, Ohio, read a paper on "Coöperation of Manufacturer and Dealer." Mr. F. Y. Norris, of the J. W. Butler Company, spoke on "Credits," on which a warm discussion was held. Mr. W. G. Chappell, of the St. Louis Paper Company, made a neat speech on general topics, after which "the venerable and well-beloved, the father of the jobbers in the West"—Mr. J. W. Butler—was introduced by the toastmaster. Mr. Butler had for his text "Competition," and said in part :

That falsely called competition, which has been said to be nothing less than commercial war, and which might often be more properly called business slugging or sandbagging, degrades products, lowers wages, decreases the ability to buy, impoverishes producers and ruins merchants both by decreasing demand and by taking away the proper reward that must come in the shape of fair prices for production to the manufacturers and profits on the articles handled by the merchants. This so-called competition has its foundation in envy, narrow selfishness, ignorance, and an entire misconception as to what constitutes true wealth or its proper uses. Mere piling up and hoarding on the one hand, and on the other preventing attainments by competitors, seem too often the principal motives, in entire forgetfulness of the facts that what can not be used toward the upbuilding of life must ever prove a burden, and that which is obtained without giving a fair consideration is a theft. Permanent business success depends upon every man's being his brother's keeper. Here, certainly, "injury to one is the concern of all." Honest, fair and profitable exchange, with benefits to all concerned, is the true foundation principle of successful business. Coming as near home as possible, and using one class of the buyers of paper as an illustration, let us see how simple are the principles of exchange.

Employing printers have skill and machinery, but they must have paper on which to print, as well as customers desirous of purchasing and able to pay for the products. These printers can not profitably make the paper, nor spend their time in searching out the different manufacturers of all the multitudinous varieties and grades, nor can they carry in stock such quantity and variety as always to be ready to fill the orders of customers. The manufacturers of paper can not profitably leave their factories to consult the printers as to their wants, nor keep informed of their ability to buy. Here the merchant steps in and becomes the servant of both the printer and manufacturer; studying and learning all the existing and probable wants of many printers, and then keeping on hand large stocks of goods for their accommodation; consulting with manufacturers as to their ability to supply the wants of the printers, suggesting changes and improvements to meet new demands. Printers and manufacturers are in this way enabled to devote their skill, ability and time exclusively to the employments wherein they are fitted to reap the best results. The merchant finds useful employment and confers benefits on both callings. For his work he is entitled to a fair reward with something more added for the use of his capital, the risks of the business, and the knowledge and skill required. It ought not to be necessary that there should be any concealment as to the pay or profit of the merchant. The manufacturers and buyers are alike interested that the merchant proves successful to such a degree as to render continued, interested, loyal and efficient service, and that this service should be of the greatest possible excellence. It would be just, and would greatly aid the efficiency of the merchant, if manufacturers would fix a certain just percent on goods to all dealers alike and never deviate therefrom, refusing absolutely to sell to any that are not entirely reliable. In this way each merchant would be rewarded according to his industry and ability. There is certainly in all this nothing that necessitates the present practice of price-cutting or striving to overthrow others employed in this business of exchange. Competition would then be left with the manufacturers and consist in "seeking together" for improved methods in the production, thereby increasing the demand through the natural cheapening of the cost of the product and the increasing of its quality and desirability.

It might be well to consider for a moment the services that are rendered to manufacturers of paper by the dealers in this one city of Chicago.

The amount of stock carried by the paper jobbing houses in the city of Chicago is estimated at 12,000 tons, with an investment of about \$1,000,000. Not less than 1,000 employees are engaged in handling the business. When we consider the amount of money invested and the labor bestowed in the paper trade business in this city, it has not been as successful in the matter of accumulating profits as many other kinds of trade have done. No line of business has had a larger percentage of failures among its business firms than the paper jobbers. Causes :

1. The character of the customer we have to deal with; in distributing goods to the consumers we are obliged to assume a large number of

risks. I think the house which I represent has as good a credit department as any in the trade, and yet its losses in bad debts during the time it has been in the paper business will exceed a half million dollars.

2. The large expense in selling and handling the goods.

3. The small margin of profits over and above cost of goods at which we are compelled to sell in order to compete with the commission broker and manufacturers who sell direct to the consumer.

It is one method of a dealer to secure contracts from publishers of papers, books, etc., for a supply of paper at a certain mill. Is it fair for said mill to secure said contract through a broker, or direct, by cutting the price to the broker, quoting at a less figure than the dealer was paying the manufacturer for the same grade of paper? When a dealer orders case or bundle goods from a manufacturer to be shipped direct from the mill to his customer, is it fair for said manufacturer to put his own business card in said bundle or case? These things are sometimes done.

The experience of the whole world shows that men are endowed by nature with a variety of tastes and adaptations. These different or varying talents are greatly sharpened by practice. It takes an entirely differ-



Photo by Rowley.

From collection of H. W. Fay, De Kalb, Illinois.

ent kind of ability to sell goods from that required in the manufacturing of them. No man can very successfully be, at the same time, his own baker and tailor, plow his own ground, and be his own merchant. A few years since the farmers concluded that they were being robbed by the middlemen. They undertook to conduct their own wheat elevators and their own stores, but bankruptcy overtook them and everybody smiled at their folly except those to whom it meant bankruptcy. Manufacturers can learn a lesson from the experience of the farmers. Like distress is brought about by attempts to monopolize the work and business of the world, though of late combination has been prescribed as the road to sure success and great wealth. By the combination of a number of failures to make one great success, by lessening the number of people in business, by robbing large classes of workers of all purchasing power, all business is to be made more remunerative.

Suppose it were possible, through combinations and the issuing of stocks, to increase possessions, while at the same time of a necessity limiting the opportunities for their profitable use. We are rightly told that wealth consists only of useful things that can be used to build up life, give health, strength and happiness. The ability to use it is just as essential as possession. The man who sank in the Pacific Ocean with two hundred pounds of gold strapped around his body could hardly have been called wealthy, neither can possessions be obtained through injustice in the face of want. Men who are driven out of the calling of merchants through trusts must of necessity themselves become manufacturers, to hold the business which they have built up through lives of industry and to supply

THE INLAND PRINTER.

customers who have come to look to them and to depend upon their foresight, knowledge and experience in the securing of their needed supplies. Then must we not return to the proposition that in business as in morals, every man is his brother's keeper, and that no permanent success can be built upon selfish monopoly to the ignoring of the interests or the exclusion of the rights of others?

At the conclusion of Mr. Butler's paper Mr. C. L. Blanchard, of the Standard Paper Company, of Milwaukee, Wisconsin, paid his respects to "The Broker." Mr. Nash, of the Nekoosa Paper Company, Nekoosa, Wisconsin, spoke on "Freights." Mr. McClellan, of the McClellan Paper Company, Minneapolis, told something of trade conditions in his city by request, after which it was moved that a permanent organization be formed, and measures to that end were accordingly taken.

During their stay in the city the visiting paper-men were suitably entertained on several outing trips, and all voted the meeting of the Western Paper Association "to be" full of promise for the bettering of trade conditions and for the furtherance of the spirit of social enjoyment among all in interest.

THE GOODSON GRAPHOTYPE.

THE race between the various machines for the casting and setting of type becomes more interesting each day, as new competitors appear upon the field. The present tendency seems toward individual type, and it is to this line that our special attention is now directed by the recent more public appearance of the Goodson Graphotype machine. This machine has for a number of years been in a more or less experimental state, but a recent exhibition of the machine in actual practical work shows it now to be past that state, and, in fact, entirely practical and commercial in its operations and product.

A company in the last few months has been organized for the building and promoting of this machine, with a capital



THE GOODSON GRAPHOTYPE.—FIG. 1.

of \$5,000,000, and, as the best evidence of the confidence felt, we learn that all of the stock was subscribed for and taken before the incorporation of the company. Offices have been opened in the new Park Row building, rooms 2107-2112, New York, and the manufacturing of machines has already begun. The company is sparing no effort or expense in pushing the making of the special tools and appliances needed to manufacture the machines in quantities. No defi-

nite time has been given for their appearance upon the market, but it will be in the very near future.

This machine, which is much simpler and less complicated than some that have been invented, seems to have embraced many of the good points of the others, and, to characterize itself, has several points particularly its own. It is composed of two parts—first, a small table about the size of an ordinary typewriter desk, which contains an ordinary typewriter, a perforating machine similar to a stock ticker and two small dials similar to the face of a clock. (See Fig. 1.) The typewriter is in all respects unaffected as far as facility of writing is concerned, the only thing required of the operator more than in the case of ordinary typewriting being to notice the dial which controls the spacing, when the end of the line is reached, and to touch the key on the typewriter, as indicated by the dial, thus automatically spacing and justifying the line. In addition to writing on paper, which is accessible to the operator for reference, each time a key is touched an electrical communication is made with the perforator which perforates a narrow paper ribbon in series of round holes, so arranged that when the ribbon is placed in the casting and setting machine, a similar electrical connection will be made through this perforation, which will choose the desired letter or space to be cast and set, as was indicated by the operator upon the typewriter.

An addition to the advantages of the typewritten sheet, offered to the operator as a means of immediate and convenient reference to his work while in course of composition, is that it may be read by the proofreader instead of the first proof. It is line for line with the type and identical with it in all respects as far as orthography is concerned. This will be of considerable advantage in the case of rushed work and where special reports or circulars will justify the customer having in his own office one of the writing and perforating machines. In the same time it would take him to prepare his copy he may furnish himself with a first proof, as well as provide his printer with the perforated ribbon from which the casting and setting machine will automatically set and justify the type in galley form at a speed of from 5,000 to 6,000 ems per hour. These ribbons, together with the corrected typewritten sheet, may also be put away indefinitely for reprints or possible use in the future without any of the expense of tying up metal or standing board room. The same perforated ribbon and corrected first proof may also be used on the casting machine to set from 5½ to 12 point type, as the perforating of the ribbon has nothing to do with the size or style of type required.

The casting and setting machine resembles a sewing machine more than anything else, and is about the same size, excepting that the works seem to be set on top of a box about eight inches in height, the same size as the base. (See Fig. 2.) This wonderful little machine, operating automatically and controlled by the perforated ribbon, casts and sets type continuously at a speed of about 5,500 ems per hour while on exhibition, and was even exhibited up to a speed of about 7,000 to 8,000 ems per hour on brevier, and as the makers have succeeded in preventing the mold from becoming overheated, which has theretofore been the point of limit on casting machines, there seems to be no reason why this speed can not be maintained.

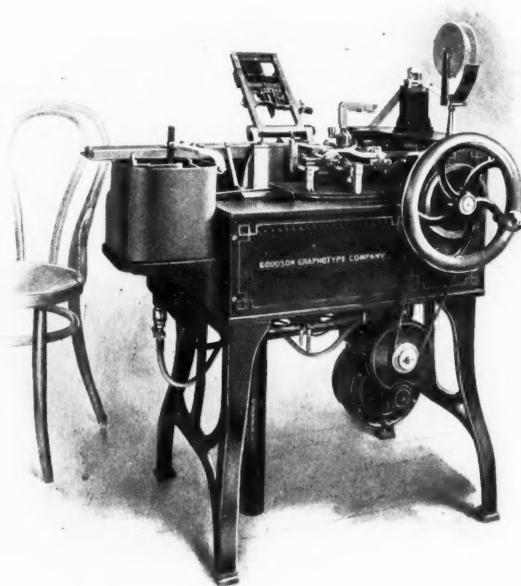
The metal pot, which, if placed beside or under the mold, keeps it at a temperature at which rapid chilling of the type is impossible, in the Goodson machine is located more than a foot from the mold, and the molten metal is conveyed to the mold by means of an electrically heated tube, which insures the proper uniform temperature for the casting of type. The mold is also water-jacketed to counteract the heat which the small jet of metal in casting the type gives out. By this means the mold remains at a temperature where the type is immediately chilled throughout an indefinite run, thereby insuring a perfect and well-cut face. The type is in all

respects like ordinary foundry type and can be distributed in case and reset and used with the same facility. More than this, the type is on the self-spacing system, the many merits of which need hardly be dwelt upon, as they are familiar to all printers. With the Graphotype there are but six different widths, including all characters and spaces; therefore corrections may be made without the necessity of putting the line into a stick, but by simply counting the units contained in the characters taken out of the line and seeing that the same number of units are put back in the line from which they have been taken. This permits of all ordinary corrections being made on press or stone with-

therefore the machine, casting and setting automatically without requiring the constant attention and care of an operator to maintain uniform speed, is a true basis to figure results from. The corrections being made by hand, no allowance need be made for time required for this on the machine.

The advantages of this machine for the setting of tabular matter are very great. It can be set practically at the same speed as straight matter, and the rules afterward put in by hand. This element of the machine will certainly develop a large field for the ordinary printer in time-table and tabular work, heretofore impossible to any one other than those especially equipped for this class of work, in that the Graphotype both casts and sets individual type with all the advantages offered in hand-set composition, without the cost of extra sorts.

In their New York office is located one of the machines, so that any interested person can see for himself its operations and practical workings.



THE GOODSON GRAPHOTYPE.—FIG. 2.

out the necessity of taking the line from the form and without fear of affecting the justification. The style or size of type and the measure may be changed with almost equal rapidity as in the case of hand composition.

The setting of the measure for difference in length of line is almost less than the time required to set a stick, while the change of the plunger and liner in the mold for a different sized type and the putting in of the new matrix, which is all in one piece, about 2 by 2 inches, would probably take no more time than it would to arrange your cases and prepare for the setting of a different type in hand composition. Individual self-spacing type means the making of corrections with the same facility as in hand-setting composition where self-spacing type is used. It also means the ability to overrun matter and to work in or change marginal illustrations at the customer's pleasure, after the matter has been set.

With the Goodson machine, the speed of the keyboard is only limited by the ability of the operator. A good typewriter can easily operate a typewriter at a speed which would be equivalent to from 8,000 to 10,000 ems per hour, thereby giving a good margin between the speed of the typewriter and the casting and setting machine, which up to the present time has proved to be practical at a speed of 5,500 ems per hour on all sizes of type, with the great possibility of an increase in the speed. The strong point in reference to the speed of this machine is said to lie in the margin between the speed of the keyboard and the operation of the casting and setting machine, which is certainly a liberal allowance for unforeseen delays and contingencies;

His name was Bill Winters. He was a tramp printer. He was also a genius in his way. Technically he was what is called a panhandler; that is, his arm was the handle and his hat was the pan. In his hat was always a union card. The card signified that he was a member of the Panhandler's Association. He came into the composing room of one of the local papers and commenced the panhandling act. He was successful in soliciting enough funds to buy a good dinner. Not satisfied with his rake-off he made bold to tackle the foreman. His scheme was to play deaf and dumb. The foreman was busy on one of the forms. It had just come from the stereotype department and was hot from the steam of the drying table. The panhandler made the deaf and dumb signal to the man at the form and advanced his hat toward him. About this time the eyes of all the office were focused on him. The printers were curious to see if the old man, the boss, would chip in to help a poor old dumb printer. The boss put his hand in his pocket. He was undoubtedly getting ready to deliver. But just at that moment the make-believe dumb man touched the hot chase. His hand was slightly burned by the heat, whereupon he gave a yell and emitted an oath which no deaf and dumb man could possibly give speech to. "I thought you were dumb?" shouted one of the printers, and when the foreman reached out his hand to present the coin the figure which stood before him a moment before had vanished.—*Thomas Roche.*

AN EDITOR'S BED.

In a certain village the editor of a local newspaper had a room at a hotel. Being absent one night, and the house being crowded, the landlord put a stranger in his bed. Next morning the following lines were found in the room:

I slept in an editor's bed last night,
And others may say what they please;
I say one editor there is in the world,
That certainly takes his ease.

When I thought of my humble cot, away,
I could not suppress a sigh,
But thought, as I rolled in the feathery nest,
How easily editors lie.

Whereupon the editor, after some information given by the landlord, wrote under the impudent screech the following retort:

The chap whose form has rested here,
And left his copy behind,
For a bad impression should be locked up,
As the cut is most unkind.

Behold a proof of how he lies:
In the morning he went away,
And, like many that use an editor's sheet,
Has forgotten the bill to pay!

—*British and Colonial Printer and Stationer.*

**UNIQUE FACES
DESIGNED FOR**



PRINTERS
IN NEED
OF SUCH
TYPES
AS WILL BRING TO
THEM GLORY AND
GREENBACKS THE
QUICKEST. THIS IS
ONE SAMPLE

**AMERICAN TYPE
FOUNDERS COMPANY**

SCHEMES
AND PRICES



The excellent letter in
the announcement is

RAMONA ¹⁵

| | | | |
|----------|-----|-----|--------|
| 18 Point | 10A | 12A | \$4.50 |
| 24 Point | 8A | 10A | 4.60 |
| 36 Point | 6A | 14A | 4.75 |

ECCENTRIC ¹⁵

| |
|--|
| Is recognizable from its eccentricity |
| 18 Point 10A \$1.90 |
| 24 Point 8A 2.35 |

FOR SALE AT ALL
BRANCHES

TWO UNIQUE FACES

MANUFACTURED BY

AMERICAN TYPE FOUNDERS COMPANY

Upon request to the nearest Branch there will be sent to
you a more elaborate specimen, showing
these faces in actual work

Quaint and Effective Designs
The Ramona Series

This series is especially useful for neat circular
work, and there are countless other little jobs, such
as programs, dance orders, address cards, etc., for
which it may be used to good advantage. There are

Three Sizes Having Figures

Complete with each. The design is such as will insure
long life, there being no fine hair lines to show wear.
Manufactured by and in stock at all Branches and
Agencies of the Leading Printers' Provider,

American Type Founders Co.

United States of America



Reproduced by the photo-grain process.

EVENING.

From oil painting in black-and-white by Louis Braunhold.

THE PHOTO-GRAIN PROCESS.

IN this issue of *The Inland Printer* several illustrations are presented, made by what is called the photo-grain process. Some of the cuts are from photographs, some from wash drawings, some from combination pen and wash drawings, and one from an oil painting in black-and-white. A number of firms have been making grain plates by using screens, gelatin, powder, and a number of other mediums, but as a rule the results have been anything but satisfactory, the shadows being too strong, the high lights poor, and the entire picture lacking in detail. In addition to this the printing qualities were not the best, and the plates would not bear electrotyping in a satisfactory manner. The method of the Granular Reproduction Company, makers of the plates shown in this number, is said to be entirely new, and the makers claim that they have a printing surface deeper than a half-tone, and that the details of the picture are well preserved. We understand that the company is also making plates by this process for three-color work. Plates by this method, the company asserts, avoid the possibility of showing a pattern, and give soft effects similar to lithography.

OBITUARY.

VINCENT McLAUGHLIN, president of The Times Publishing Company, Philadelphia, died in that city June 8, 1899. He was born in Philadelphia, May 8, 1865, and was the only surviving child of the late Frank McLaughlin. He received his education in Philadelphia, under the tutelage of Henry Hobart Brown, and prepared for a course of scholarship in the University of Pennsylvania. This scholastic intention he later abandoned. In 1888 he was made cashier of The Times Publishing Company; later he became its assistant treasurer and assistant to his father, and when the latter died, in July, 1897, he was elected president of The Times corporation.

NOTES AND QUERIES ON PROCESS ENGRAVING.

BY S. H. HORGAN.

In this department, queries addressed to *The Inland Printer* regarding process engraving will be recorded and answered, and the experiences and suggestions of engravers and printers are solicited hereto. It is believed that herein will be found a medium for the interchange of valuable hints and suggestions never before offered to those in interest.

The following list of books is given for the convenience of readers. Orders may sent to *The Inland Printer* Company.

PHOTO-ENGRAVING.—By Carl Schraubstadter, Jr. Cloth bound; illustrated with numerous diagrams, and provided with a copious index. \$3.

DRAWING FOR REPRODUCTION.—A practical handbook of drawing for modern methods of reproduction, by Charles G. Harper. Bound in full cloth; 162 pages; 47 illustrations. \$2.50.

PHOTO-ENGRAVING.—By W. T. Wilkinson, revised and enlarged by Edward L. Wilson, New York. 180 pages, 6½ inches; substantially bound in cloth; fully illustrated. \$3.

LESSONS ON DECORATIVE DESIGN. by Frank G. Jackson, S. M. in the Birmingham Municipal School of Art. Elements, principles and practice of decoration. 173 pages; 34 plates. \$2. The Inland Printer Company.

THEORY AND PRACTICE OF DESIGN. by Frank G. Jackson. Advanced text-book on decorative art; sequel to "Lessons on Decorative Design"; explaining the fundamental principles underlying the art of designing. 216 pages; 49 plates. \$2.50. The Inland Printer Company.

PRACTICAL HALF-TONE AND TRI-COLOR ENGRAVING.—By A. C. Austin. This is the latest book on process work. Cloth bound; 158 pages. Illustrated with examples of three-color and half-tone engraving. The Professional Photographer Publishing Company, Buffalo, New York. \$2.

PHOTO-ENGRAVING.—By H. Jenkins. Containing practical instructions for producing photo-engraved plates in relief-line and half-tone, with chapter on three-color work, the frontispieces being progressive proofs of one of the best exhibits of three-color work. The whole is richly illustrated, printed on highly enameled heavy paper and bound in light brown buckram, gold embossed; 140 pages. \$2.

PHOTO-TRICROMATIC PRINTING.—By C. G. Zander. To learn the first principles of three-color work there is no better book than Zander's "Photo-Trichromatic Printing." The photo-engraver or printer who attempts color work without understanding the laws of color phenomena will waste much time and money. To supply this elementary knowledge is the purpose of Mr. Zander's book, and it is done in a thorough manner without scientific complexity. Fifty pages, with color plates and diagrams. Bound in red cloth. \$1.

BLUE-PRINT FORMULA.—"Architect Subscriber" wants to learn of a simple and yet the most improved formula for blue-print paper. *Answer.*—The most improved formula for blue-print, or preferably, ferro-prussiate paper, happens to be the simplest. The following formula was¹ given me

some years ago by the late T. C. Roche, who was a most practical authority on every subject photographic. He was at that time preparing large quantities of ferro-prussiate paper for sale to the trade. After much laborious experiment he settled on this formula as the best one and it should be known as "Roche's formula for ferro-prussiate paper":

| | |
|------------------------------------|------------|
| Red prussiate of potash..... | 500 grains |
| Citrate of iron and ammonium | 500 grains |
| Pure gum arabic..... | 1 ounce |
| Water | 10 ounces |

This solution is applied with a camel's-hair brush to a smooth and white linen paper. The development of the prints can be in lukewarm water.

CYANIDE FUMES IN DARKROOM.—Antonia Cuyas, Mexico City, complains of the sickening effects of the smell of cyanide of potassium upon him, and as it is such a virulent poison wants to know if there is not some chemical substitute for it. *Answer.*—Hypsulphate of soda is a substitute for cyanide of potassium in the removal of the unacted-upon iodide and bromide of silver from the negative, though it does not dissolve these salts as readily as the cyanide. If this latter salt is used in the proper manner there is little danger to health from it. In the first place, the solution of cyanide for clearing negatives should be used only in a dipping bath such as is employed to hold the silver bath. The negatives should be let down into this bath just as collodionized plates are dropped into the silver bath. To prevent any fumes of cyanide, or cyanogen gas, from escaping from the solution, the surface of the cyanide might be covered for an inch or so deep with kerosene or other light oil. Then in washing the cyanide from the negative into a sink containing an acid solution of any kind, cyanogen gas will be liberated, so that this washing had better not be done at the same sink used for developing over. The common practice of clearing a negative by pouring the cyanide solution from a bottle over the negative and back again is a criminal one, it is dangerous to health and wasteful of a valuable chemical. In the case of the iodine-cyanide solution for clearing half-tone negatives during intensification the practice is undoubtedly necessary, but a wide-mouth graduate, say a six-ounce one, will be found not to waste as much solution as a bottle.

A ROUND DOT IN THE HIGH LIGHTS.—"Constant Reader," Chicago, is in trouble. He writes: "As a constant reader of THE INLAND PRINTER I take the liberty to ask you for this valuable information. Which is the proper way to get a round dot in the high lights of a half-tone negative? By high lights I mean the sky in a landscape, or the forehead in a portrait. I experimented on that quite a little, but with no result. Now I mean with a round, ordinary diaphragm. Hoping that you will give me some light on this subject, and an early reply." *Answer.*—This is one of the questions that a novice at half-tone finds to trouble him. It is an easy one to answer, but it would be considered too trivial to answer here, only it is "Constant Reader" that asks it. Himself and "Old Subscriber" were born with the printing press, and if either one of them is, at their present ages, taking up process-work, their queries demand respectful consideration. "Constant Reader" will get round dots in the high lights of half-tone negatives if he will move the half-tone screen farther away from the sensitive plate, use a larger stop, expose longer and develop the negative farther. Any one of these suggested remedies may help him, and trying them all will effect a sure cure.

PROCESS-WORK IN ILLUSTRATED JOURNALISM.—On the past and future of illustrated journalism, Mr. Clement K. Shorter contributes an interesting article to the *Contemporary Review*. On the revolution that process-work has wrought he says: "The great changes that have come over illustrated journalism are the arrival of the photograph and the substitution of mechanical processes for wood engraving. How

momentous these changes from wood to zinc and copper were was not, perhaps, entirely recognized at the time, nor the extraordinary shifting of the very skilled labor that they implied. The *Illustrated News* was a paper of twenty-four pages; it now consists of at least forty pages. Sixty men were engaged at one time on the wood-blocks of the *Illustrated*. Now there is not a single wood engraver employed in the production of the paper. Nor can the advocate of engraving have the consolation of a possible return to the old state of things. It is absolutely certain that a general return to wood engraving would mean ruin to the journal that attempted it. As a matter of fact, not one man in five hundred knows the difference between a wood engraving and a process block. And the finer printing of today has more than made up for the superiority that the old engraving enjoyed. Will the public get tired of photographs? I think not—while they are able to convey with such intense reality many of the incidents of the hour. I am quite satisfied that there is no overwhelming popularity attached to the pen-and-ink drawing, however intrinsically artistic, particularly when it is reproduced on somewhat common paper. The problem of printing half-tone drawings and photographs in large numbers has to be solved before illustrated daily papers will flourish in this country (England), a problem of which the principal parts are associated with the technicalities of the printing machine." Mr. Shorter gives the following list to show the number of half-tones and line drawings published in a single issue of the leading illustrated papers of the world for one week:

| | Half-tones. | Line drawings. |
|---|-------------|----------------|
| The <i>Illustrated London News</i> | 28 | 19 |
| The <i>Graphic</i> | 17 | 29 |
| <i>Black and White</i> | 60 | 13 |
| <i>Harper's Weekly</i> | 35 | 8 |
| <i>Leslie's Weekly</i> | 44 | 3 |
| <i>L'Illustrazione Italiana</i> (Rome) | 6 | 9 |
| <i>Ueber Land Und Meer</i> (Stuttgart) ... | 5 | 8 |
| <i>Illustrierte Zeitung</i> (Liepzig)..... | 8 | 14 |
| <i>L'Illustration</i> (Paris)..... | 10 | 12 |

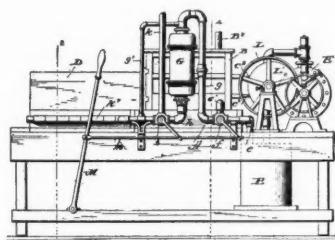
Mr. Shorter predicts a great development in England of weekly illustrated supplements to the daily newspapers. These will approximate, he thinks, the illustrated supplements of the New York *Tribune* and New York *Times*—supplements about the size of the *London Illustrated News*, less excellently printed and on inferior paper, it is true, but well-nigh entirely composed of photographs.

ABOUT THAT "VALUABLE DISCOVERY IN LITHOGRAPHY."—"Inquirer," Chicago, wants to know the address of Mr. G. R. Hildyard, whose discovery in zincography is told in the correspondence department of the July number of THE INLAND PRINTER. An opinion is also solicited as to whether this Hildyard idea is likely to change the process business. *Answer.*—This is one of the misfortunes of the photo-engraving business, that some investing in it are in a constant state of panic, fearful that a new invention is going to revolutionize the whole method of producing engravings, and thus endanger the capital they have invested. "Inquirer" and others can rest assured that the prospect of people flying is as near as "a revolution" in engraving processes. You may notice that all suggested improvements are always "going to revolutionize the business." Improvements are going on all the time, but they are chiefly due to the increasing skill of the workmen, after the proper division of the labor. Hildyard's discovery is not going to interfere with relief plate work, as you fear, but is said to be an improvement in lithography which permits the use of letterpress ink in place of fatty lithographic ink. At least that is what would be understood by this paragraph from the description: "The solution, which is the soul of the discovery, possesses an absolute and apparently permanent power of resistance to letterpress inks, much more complete

than that shown by water to the fatty constituents of lithographic inks." If this claim proves true, that a solution applied to the etched portions of an engraving, and not to its surface, will prevent ordinary printing ink from adhering to these etched or slightly lowered portions, then the idea is on the well-known principle of lithographic printing. It may prove in practice, however, that the mechanical reasons why engravings fill up can not be overcome by any chemical resistance, such as is claimed.

PATENTS.

The patent of Louis E. Levy, of Philadelphia, on his rapid method of producing a zinc etching has been issued as No. 627,430. He employs compressed air and nozzles for spraying the mordant upon the metal surface, so that the



No. 627,430.

mordant will drop from the plate without flowing. The plate and atomizers are inclosed within an etching-box, and the expansion of the compressed air within this box reduces the temperature and absorbs the heat given off by the chemical action of the erodent on the exposed portion of the plate. This makes it possible to use a very strong mordant, and the eroding proceeds faster in the direction of depth in the plate than laterally. The drawing affords a superficial idea of the apparatus.

A new chalk-plate for newspaper illustrations has been patented (No. 626,016) by Thomas H. Bell, of Cleveland. The coating is made of the following composition: English precipitate of chalk, 8 ounces; French chalk, 4 ounces; sulphate of barytes, 2 ounces; gum arabic, $\frac{1}{2}$ ounce; white of egg, $\frac{1}{2}$ ounce. He claims that this forms a coating to the plate very superior to any other now in use.

PRESSROOM QUERIES AND ANSWERS.

CONDUCTED BY A PRESSMAN.

TO CORRESPONDENTS.—Letters for this department should be mailed direct to 212 Monroe street, Chicago. The names and addresses of correspondents must be given, not necessarily for publication, but merely to identify them if occasion should arise. No letters will be answered by mail which properly belong to this department.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

See "The Harmonizer" and White's "Multi-Color Chart" under "Estimating Notes, Queries, and Comments."

THE COLOR PRINTER.—By John F. Earhart. Price, \$15—now reduced to \$10.

PRESSWORK.—By William J. Kelly. A manual of practice for printing pressmen and pressroom apprentices. 96 pages; cloth bound, \$1.50.

OVERLAY KNIFE.—Flexible, with a keen edge, enabling the operator to divide a thin sheet of paper very delicately. Blade runs full length of handle, which can be cut away as knife is used.

WANTS ROLLERS THAT WILL WORK IN A DAMP ROOM.—J. B., of Harrisburg, Pennsylvania, writes: "Will you kindly furnish me, through your department, a recipe for making rollers that will prove satisfactory during the summer months? Please state quantity of each ingredient, if not asking too much of you. Our pressroom is situated in the basement of a four-story building, and is extremely damp—in fact, so much so that mold gathers on the floor. We are also just about one square from the river, which may be the cause of the dampness. Our rollers seem to fall to pieces,

especially so during the summer months. Such things are very annoying, and cause a great waste of time." **Answer.**—See formula in June number, page 348. To 9 pounds of clear glue add 2 gallons of good New Orleans molasses (not maple syrup), 1 pint of crude glycerin, and 2 ounces of Venice turpentine or Carolina tar. The manner of compounding the composition is explained on the page referred to. Keep the face of rollers covered with machine oil when not in use.

TO PREVENT INK DRYING TOO QUICKLY.—J. W. W., of Kankakee, Illinois, has had a lot of gloss black ink, which he says dries up if the press is left standing for half an hour. He says: "Kindly advise me, through your department, what I can put in ink to prevent it drying too quickly on disk and rollers." **Answer.**—Mix a little vaseline into the ink before using. Do not mix up the entire lot, as it is wise to keep a little quick-drying ink on hand for rush orders and hard-surfaced papers. When ordering inks again have the firm send you "regular job black."

TO PREVENT TEARING ON DELIVERY CYLINDER.—In the June number A. E. E. S., of Wilmington, Vermont, described the trouble he experienced by reason of the sheet-delivery cylinder tearing the edges of paper. The press was a tapeless delivery one, of course. He then said: "I have placed both sets of grippers in every position possible, and have set the delivery wheel forward, then back; have run with all kinds of gauges and paper, and still the paper teareth." The best suggestion to overcome the trouble temporarily was given, but as the real trouble had not been discovered until later, a final remedy could not be given. A. E. E. S. has since found out where the actual cause of the trouble lay, and has sent the following particulars for the benefit of others. He says: "For the benefit of those who may have had the same trouble as I have had, I will say that the tearing was caused by the cam on the cylinder (which opens the cylinder grippers) getting worn down so that it did not 'let go' the sheet soon enough. A thin piece of steel, to make up for the wear-down, soon cured the difficulty."

A NEW FEATURE IN ELECTRICITY.—H. L. B., of La Junta, Colorado, after reading about some of the reputed causes of electricity in paper, has this to say: "In Canada, according to your note in June INLAND PRINTER, on 'About the Cause of Electricity in Paper,' electricity is caused by frost; at Holyoke, Massachusetts, it is caused by velocity and friction. Here, in sunny Colorado, right down in the famous Arkansas valley, we have no frost—just at present. In our office we have no great amount of velocity and no friction—except with an occasional delinquent subscriber—but we do have lots of electricity in paper. And the hotter and dryer it is the more electricity. So there is something more to be learned on this subject. What makes it, or how to 'cure' it, I don't know; but we have got it, and can't let go." **Answer.**—We are obliged to our friend in Colorado for his quota to electricity. It becomes more and more apparent, as we receive conflicting testimony, that what will dispel electricity in paper and pressroom in one locality will not do so in another. Of course, there are two—perhaps more—kinds of electricity: one, a useful power; and the other, an undisputed annoyance, which, by continued investigation, we may, some day, be enabled to universally control. Let us hear from other localities.

SPOTTING AND FADING OF COLOR IN COLORED PAPER.—J. H. C., of Baltimore, Maryland, has sent us a couple of sheets of medium green tint, the reading matter on which has been printed with ordinary black ink. The paper contains very little sizing matter, and is dependent almost entirely on hard calendering for its smoothness and finish. The weight, per ream, would not exceed in thickness of sheet that of twelve-pound folio. Wherever the printing occurs on

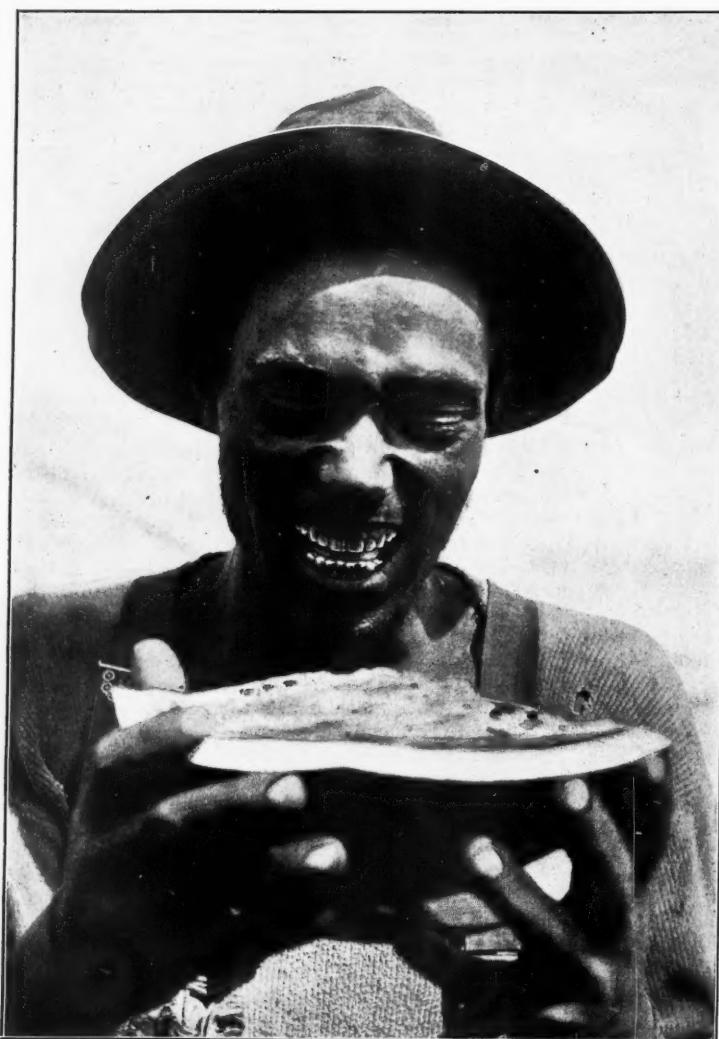


Photo by George Stark, St. Louis, Mo.

RIGHT IN IT.

the paper the green tint of the stock is perceptibly faded on the back, regarding which he writes: "I inclose you a couple of circulars, and would ask that you kindly give me your opinion as to the cause of the paper becoming spotted and faded, it appearing only where printed. The specimens have been printed but two weeks. I attribute the cause to the dye in the paper, but without any reference to this and for various reasons I ask your judgment through your journal."

Answer.—The paper stock is a low, absorbent one, with little to resist the action of whatever liquid may have been used on the tympan to prevent offset on the second printing. This appears to us as the true cause of the spotting and fading on the paper. It will be apparent to you, also, when you take into consideration that the fading occurs only where the sheet of paper has been *impressed* to the cylinder or platen of the press where the set-off liquid (be it oil, glycerin, etc.) has been applied to the tympan. The fact that the spotting and fading out of the green color of the paper occurs in spots more pronounced than others explains the *irregularity of the application of the set-off liquid*. The paper having absorbed this liquid, it becomes thereby more sensitive to the impression when being printed, and then communicates more or less of the green tint to the face of the tympan—perhaps almost indiscernible—but never-

theless enough to change the opaque and uniform appearance of the green color.

WRINKLING ON THE LEAVING ENDS OF A BLANK FORM.—F. A. D., of Portland, Maine, has sent us a sheet of bond paper, 17 by 22 inches, the printed pages of which are made up of blank questions and open dotted lines for replies. The page (paper) is seventeen inches long, the matter runs across the narrow way, regarding which he writes as follows: "The inclosed sample is printed from plates which have been used on runs of several hundred thousand, and we have had much trouble from it wrinkling—starting from the bottom of each page and running up. On some runs it would be only on one page, and it has been found necessary to run them through the dry-press in order to work out the wrinkle. The gripper end is at top of sheet. At times we have turned the pages around and fed from bottom; the wrinkle would then be on the top. Then we have transposed the pages, but all to no purpose, until I thought of feeding them the long way—gripper end on side—when, lo! wrinkling ceased. Can you enlighten me in regard to it? Our pressman is a good one, and he has given the subject much thought, but has been unable to work the sheets in any other way."

Answer.—The long way of the paper was the correct one to print a form made up as in the present case: because the lines, rules and open spaces in the form *run in the same direction as the bed and cylinder*, and is thereby permitted to escape the pressure of air between the open blank spaces, which is a general cause of wrinkling on nearly all grades of hard paper. It might have been possible to have printed this job in the usual way, by setting the grippers and bands so that the sheet would accommodate itself to the cylinder more perfectly; but even then the danger to correct register and prevent "bellying" in the middle of the leaving

end would still exist. If this form had been worked off on a flat or platen press, without a cylinder, there would have been no such difficulty as was experienced in the present case. The cause of many of the instances of wrinkling, elongation of pages, bellying and slurring comes from not complying with the peculiar conditions and make-up of the form when dressing it on the bed of the press.

MORE TROUBLE FOR THE INKMAKER.—W. D. C., of Fredonia, Kansas, writes as follows: "I have taken THE INLAND PRINTER from Volume I, Number 1, till now, and have them bound up in volumes. Have got very many valuable pointers from it, but one thing I haven't learned yet—and judging from the frequency with which others ask the question, there must be many like me—that is, what to do with composition rollers to make them do their duty when the air is charged with moisture? Have tried powdered alum, tannin, office dust, wind, iced water, etc. The nearest approach to success I have had has been by doctoring the ink instead of the rollers. I never saw a roller too wet to work a thin poster black ink all right; but when 'good' black or almost any quality of colored ink is used, disappointment follows. This suggests to me that if a given composition will work a thin black ink, there ought to be some way of mixing other inks so that they would not have

such an abhorrence for even a sticky roller. Sometimes a few drops of coal oil in the ink helps; at other times a little lard worked in will assist. But the point I wish to make is, that as there seems to be no way of curing the trouble with the rollers, some inkmaker can gather in all kinds of money by devising an ink vehicle that has less antipathy to moisture-laden rollers." *Answer.*—We thank our correspondent for his kind acknowledgment to the value of THE INLAND PRINTER. He is a reader of whom we feel honored, and would like to assist him in this conundrum of rollers and ink, if we could see our way clear to gratify him. As it is, judging from his theory of applicability of ink to roller, we are inclined to the belief that he is "barking up the wrong tree." To make a soft, greasy ink that will distribute on soggy rollers is an easy matter of accomplishment for the inkmaker; but there are other considerations to be taken into account, such as grades of stock paper and cardboard—which implies hard and soft surfaces, coated and calendered, laid and handmade, etc., for which special inks must be made, irrespective of the *necessity* of soggy rollers, if such a condition can be admitted as a necessity. The skill of making suitable rollers does not enter into a comparison with that of inkmaking, and because of this fact we must look to the former to produce a desirable roller for all emergencies of climatic influences. The editor of this department has pointed out to rollermakers, from time to time, the necessities of the pressroom, and he believes that some of them will, ere long, produce a composition that will be free from the faults so universally experienced in the use of most of the rollers made for summer use.

ALLOWANCE FOR MARGINS IN IMPOSITIONS.—H. B. H., of Boston, Massachusetts, desires information on this very important subject. He writes: "Will you kindly inform me in your press department columns of the regular method which pressmen have of making up forms in pressrooms, composed of patent blocks, such as sixteens, long sixteens, thirty-twos, etc. I understand imposition; but I see no details for margins for heads, backs, fronts and feet in the tables of imposition which I have had. I have an idea that a form has to be made up to the size of the sheet, as I have seen the foot rule applied. For instance, a sheet may be $36\frac{3}{8}$ by $26\frac{1}{2}$ inches, or another sheet may be 47 by 31 inches. I believe half of the sheet is taken to work by; but I am at a loss to know the proper amount to allow for margin or gutters. I found, on examination, that some margins are allowed a pica extra in fronts than in backs; others one-fourth and one-half inch more in fronts. Again, I have found others to have more margin in backs than fronts; this may also apply to heads and bottoms. Will you kindly give me some rule for margins, as used by pressmen, so that I may know what to do when called upon to make up a form to a given size, either for book or pamphlet, and much oblige?" *Answer.*—It would extend the subject too far to go into a thorough explanation of the rules that govern imposition. We mean "govern" in a general sense. The page of matter and the margin around it occupy something of the relation of a picture to its frame. Margins are usually governed by the size of the face of the type constituting the page; for instance, a narrow margin around a page of nonpareil might not be considered objectionable, while the same margin around a page of pica would not be harmonious. The average margin of a printed page, however, should be equal to one-half of its area *before trimming*. There are conditions where this would be considered as allowing too much white. This, however, on measurement, will be found of proper proportion. Some persons make a distinction about the size of margins when the type is solid, leaded or double-leaded, etc. It is not advisable to adopt this variation in general cases, as it is now merely quoted as a matter of taste and made use of in special cases. To lay out a satisfactory shape to a book, with correct margins,

etc., it is necessary at the start to procure a sheet of the paper that is to be used, and to fold this accurately to the size of one leaf and the number of pages to a form; then find the width and length of this leaf, whether in picas or inches; multiply the length of the two sides together, which will give the square inches of the leaf, or number of picas if the pica has been used as a basis of measurement. Half this number of square inches should be the superficial area of the page, if single-leaded; one third, if treble-leaded, and three-fifths, if solid. To find this area, mark out on the leaf the proper size and shape of the page. In marking off the size of a page, keep in mind that, in binding, the leaf is trimmed on the fore margin but once in its width, while on the head and tail margins it is trimmed twice in its length. To be correct as to head and tail margin, the page of matter should be proportionately shorter in its length than in its width. When paper with irregular edges is used, it is wise to pencil out the size of the page on the folded sheet, because the margins for trimming must be increased almost double that when even-edged paper is selected for the work. A general rule adopted in metropolitan offices fixes an eighth of an inch (or pica) for trimming on the side, and a quarter of an inch (two picas) for trimming on the head and foot, provided the sheets of paper are uniform in size and cut straight. This applies more directly to regular publications, where the saving of paper is an economical consideration. A desirable little work, entitled "Hints on Imposition," will be found useful in your case. It can be had at the office of this journal.

PATENTS.

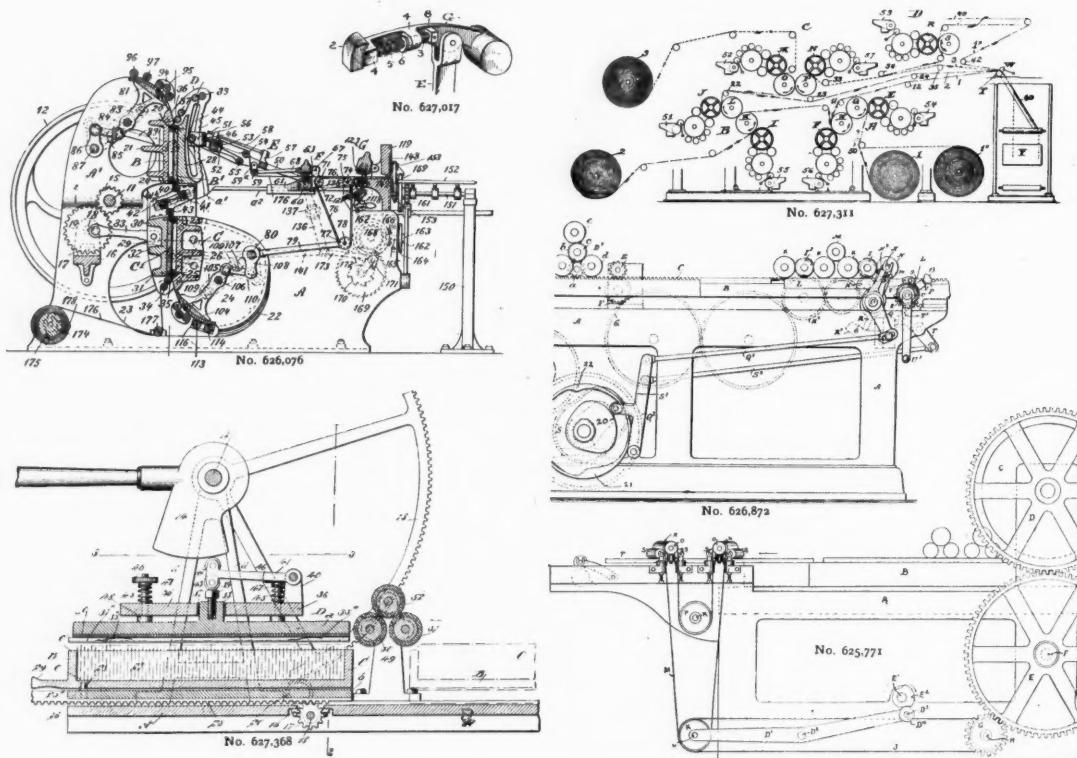
An inking apparatus has been patented by Walter Scott, shown as No. 626,872. In this the ductor-roller N is made adjustable by a tightening nut on the lower end of the arm that throws it. The distributing rollers are driven direct by gears, and are almost stationary when the rear one is touched by the ductor roll. These arrangements not only tend to save the rollers from wear, but render it easy to vary the quantity of ink carried to the form without touching the fountain. Patent No. 626,871, also by Mr. Scott, shows other improved ink-distributing arrangements, in which all the rollers are driven in a safe and unobjectionable manner.

Berthold Huber shows, in patent No. 625,771, another inking apparatus, in which the object is to rotate the distributing rollers by belts at all times when they are not on the ink-table, in such manner that the rollers are rotated at the same surface speed as the ink-table and come into contact with it without jumping or chance for injury. The arrangement of the belts J and M will be understood from the drawing. They are thrown into or out of operation by the cam E².

The Hoes have acquired patent No. 627,311, by William Splackhaver. This covers a machine for printing a plurality of webs of paper in three colors on one side, and then perfecting the printing by impressions in black. The manner in which the paper is led to the several printing cylinders is shown diagrammatically and is accomplished with a directness that should be highly satisfactory. No. 627,447 is also by the same parties, and describes combinations of printing cylinders arranged so that the press may be capable of delivering a great variety of sizes, of printing a part of the product in several colors when desired, and of having an exceptionally large capacity of production wholly in black.

A web-feeding perfecting job press is the subject of patent No. 626,076, by J. C. Molloy, of Cincinnati. The paper runs from the roll 174, to the lower bed C and platen C¹, thence to the second bed B and platen B¹, to be printed on the second side, and is then carried to the cutting mechanism on the right. The arrangement permits the paper to be printed in various lengths.

The Chandler & Price Company have acquired patent No. 627,017, by F. C. Sixt, of Cleveland, covering a spring on the



pawl that throws the disk of a Gordon press, the object being to lessen the clicking noise made by the pawl.

In patents Nos. 626,965 and 626,047 L. L. Carson, of Pittsburgh, shows a device for applying a spot of paste or mucilage to the sheets in a web newspaper press in such a manner that the paper when folded is sealed, and when the paper is unfolded a perforated portion is thrown out. The object of the device, of course, is to prevent the return, by dealers to publishers, of newspapers that have been read.

A very simple form of hand press for small work of the amateur class is shown in patent No. 627,368, by W. E. Van Valkenburgh, of New York. Movement of the operating lever 15 not only serves the bed C in and out, and rotates the rollers 50, 51, 52, but also gives the impression through the cam 14.

MACHINE COMPOSITION NOTES AND QUERIES.

CONDUCTED BY AN EXPERT.

Under this heading will be given, from month to month, practical information, notes and queries, relating to type composition by machinery. The latest inventions will be published, and the interests of manufacturers, printers and operators sedulously cultivated. All matters pertaining to this department should be addressed to The Inland Printer Company, 212-214 Monroe Street, Chicago, in order to secure prompt attention.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

THE LINOTYPE OPERATOR'S COMPANION, a treatise on how to operate and care for the linotype machine. By E. J. Barclay. \$1, postpaid.

THE MECHANICAL DETAILS OF THE LINOTYPE, AND THEIR ADJUSTMENT. By Frank Evans, Linotype Machinist. \$3, postpaid. The Inland Printer Company, Chicago and New York.

Our Linotype is the name of a weekly paper issued by J. J. Southwick, of Butte, Montana. The publisher claims that "the objects to be attained are many, but the main one is money."

WILLIAM C. WHITNEY has authorized a denial of the report that he had become identified with the Lanston Monotype Company. He states that the cause for his disposing of

his stock in the Mergenthaler Linotype Company was that his interests in electric railway and light properties were so large as to demand all his attention.

EVERY one in the Unitype Company's offices appears happy, owing to the nice lot of orders the company is receiving and the satisfaction which its Simplex machine is giving wherever it is used.

FRED NAYLOR, machinist, and Sylvester Fennell, helper, on the *World*, accomplished the feat recently of changing fourteen machines in ten minutes, which, we are informed, beats the record.—*The Unionist, New York*.

R. W. LEIGH has been appointed Western manager of the Unitype Company in the place of R. D. Camp, who resigned. The new manager has long been identified in the type business, and recently as a salesman connected with the American Type Founders Company. This appointment is regarded as a strong one by those who are familiar with the typesetting-machine business.

"THE Sun is the only one of the New York dailies set by hand," is a remark frequently heard among printers, yet three MacMillan machines have been doing duty in the *Sun* office since before the death of Mr. Charles A. Dana. One of them was recently sent to the factory at Ilion, New York, to have some late improvements put on it. They are averaging 39,500 ems, automatically justified, per night.

PRESIDENT FARRELL and Secretary Healy, of Typographical Union No. 6, issued circulars announcing that the members of the Linotype Engineers were eligible to membership in No. 6 up to and including July 1. Also all other machinists at present employed in offices in the jurisdiction of No. 6. The union proposes to maintain the present scale of typesetting-machine tenders. President Farrell will receive applicants under the provisions of the resolution.

MR. LOUIS L. LOMER, of Ortega, 5, Mexico, D. F., is the exclusive linotype agent in Old Mexico. During the past month he has placed five of these machines in the offices of

El Mundo and *Imparcial*; *El Tiempo*, two; *La Europea* job office, one; *Two Republics*, two. Hand compositors receive 20 cents in silver per 1,000 ems. In connection with the linotype Mr. Lomer also acts as agent for American machinery in general, and reports a promising state of affairs for future business in American mechanical devices.

In several weekly offices using the Simplex one-man typesetter, the local editor has learned the keyboard and writes his matter directly in type, instead of first writing it on a typewriter and then giving it to a compositor for setting. By having the operator do the justifying for him, he grinds out his matter as fast as he could on a typewriter—and it is in type without further cost. While he is out after further material, the operator sets up other copy. This is rather an unexpected development in the use of the Simplex, and seems to point to a way in which it can be made profitable even in smaller offices than anticipated.

A RECENT issue of the New York *Sunday World* contained an editorial on "The Age of Cheap Printing." Mention was made of the great reduction in the cost of paper over former years, the gigantic press machinery, the wonderful possibilities of process engraving, the modern facilities of the mail service at so small a cost, and regarding typesetting said: "The cost of setting type has been reduced three-fourths by machinery, and the end is not yet in that direction." The accuracy even of editorial statements is sometimes challenged, but it would seem this is the one subject a large newspaper is best able to discuss.

ONE of the most useful appliances on the linotype is the heat regulator, which, simple as it is in its action, is hardly ever correctly understood and often left inoperative, resulting in irregular heating of the metal and all of its bad consequences. It is a mercury thermometer so arranged that when the mercury has attained a certain level it will partly obstruct the passage of gas to the pot, thus maintaining a uniform temperature of the metal. However perfect in its working, operators can not expect it to act quickly enough when they persist in dropping in two or three cold pigs of metal in the pot which is at the time almost empty. The secret of fine work is care of the temperature.

THE KEYBOARD.—It is quite common to hear "swift" operators request to have their machines speeded up. The speed of the keyboard can be increased without interfering with the main driving belt. Fasten a piece of leather belting or wind bicycle tire tape over the grooves in the gear wheel, in which the keyboard belts run, and allow the belts to run over that. To loosen the keyboard, so that the keys will respond to the slightest touch, remove the comb springs and bend them, being careful to do so uniformly. In this way it is possible to make the keyboard so loose that a jar will shake the keys down or so tight that it will be necessary to strike the keys quite hard to force them down.

THE METAL.—Too much care can not be taken of the metal. It should be kept as cool as is compatible with its proper working, as overheated metal not only causes slugs to stick in the mold, but is the cause of porous slugs and other annoyances. The thermometer sent out by the Linotype Company has three marks, which register 520, 540 and 560 degrees. By closely observing the temperature of the metal and the condition of the slug, some idea can be obtained of the amount of antimony and tin in it: as, for instance, when the slug is perfect, a low temperature will indicate a greater proportion of lead. If the gas regulator does not check the supply of gas when necessary, turn out one of the burners; and if that is not sufficient, turn the gas partly off in the pipe.

PARTS TO BE KEPT CLEAN.—Operator, Davenport, asks what part of the linotype machine should be kept particularly clean. *Answer.*—Every moving part should have its

working surfaces kept perfectly clean. Every part which comes in contact with the matrices should be kept free from dirt and oil. The mold slide should work freely in its ways, and the mold disk should lock up on the pins of the vise without friction. The faces of the mold, vise jaws and pot should be at all times kept free from metal. Particular attention should be paid to the groove in the mold against which the lower ears of the matrices align. It must be kept perfectly clean. Spacebands should be kept clean and bright, and should never be handled with dirty or sweaty hands.

THE wonderfully successful and gigantic business of the Linotype Company is personally superintended by its president, Mr. P. T. Dodge. The enormous amount of work which this gentleman accomplishes daily with the utmost ease would paralyze the entire office force of the average manufacturing concern. Apparently he has every phase of the business in view at all times and, whether it be the market price of the company's stock; an intricate and far-reaching patent; a new device for the improvement of the machine; an office which does exceptionally good or bad linotype work, or any one of a thousand different questions pertaining to the business, he can give instant and accurate expression or directions concerning the same. Coupled with this business talent is the social and companionable gentleman, ever ready to entertain his friends and ever thoughtful of the welfare of his employees.

THE Cherouny Printing Company, of New York, has probably the most complete linotype in use at the present time. It consists of a two-letter machine, with complete fonts of minion roman, including small caps and italics, and Doric and boldface are contained in a magazine that stands upright in front of the operator and under the intermediate clutch. It is necessary to assemble the Doric and boldface matrices by hand, but that is rapidly done. The glass front of the magazine does not cover the bottom row of matrices, and they are taken from the magazine as readily as type from a case. The matrices are returned through the regular pi channel and delivered to the distributor-bar, along which they are carried by means of vibration, produced by an eccentric wheel attached to the assembling-belt pulley. They now have a battery of eleven machines. The clever machinist of the New York *Journal* utilized the pi channel in this way: There are three different fonts in their head-letter machine, and the figures, characters, etc., are run into an assembler attached to the machine in place of the pi box. It has the regulation star wheel, and is operated by a belt run over the bushing of the intermediate clutch pulley.

TROUBLE WITH DISTRIBUTING MATRICES.—An inquirer writes: "Have worked on machines a year. Am now on a new one only three months old. My trouble is as follows: (1) As the line of matrices starts from the arm into the distributor box they hang onto something and stick there until the arm starts down and machine stops, but at times the line will only hang for a few seconds and then they will go into the box with a bang. (2) The em quads and lower-case m after being used for a week or so will show a worn place on their combinations and the em quads will go into the fl channel and the lower-case m will attempt to go into the lower-case c channel." *Answer.*—There being such a variety of reasons why the matrices should act as you describe it would be impossible to say, without seeing the machine, which is the true cause. Examine the end of the distributor bar in box; perhaps it has been battered, or there may be several of the matrices that have their teeth battered. We have known cases where the matrix-pusher slide needed oiling so badly as to cause the same trouble. (2) Dropping in wrong channels would suggest that the channel plate had been moved, or that the flexible partition was bent forward too far. Run all the lower-case m matrices on the distributor

by hand, and when they drop from the bar note how much clearance they have and move channel plate to suit existing conditions.

AN invention that may at some time enter into the construction of a typesetting machine was recently on exhibition at the Astor House, New York. The inventor, Mr. Donald Murray, comes from Australia, and carries with him a letter from James N. Brunker, chief secretary of the government. Mr. Murray calls his machine the "Autotype," and he explained to a representative of THE INLAND PRINTER that it can operate the keyboard of a linotype, typesetting machine or a typewriter. As a matter of convenience in carrying it with him, he has it attached to a typewriter. In the first place, an ordinary half-inch telegraph tape is perforated in an electric machine that is capable of perforating fifty tapes at one time. The tape is then placed in the Autotype, underneath the keyboard, which consists of seven combs the length of the keyboard. The perforated tape is carried forward by a carriage which intermittently presses the tape against small pins attached to the ends of the combs, the teeth of which are so cut that only one key can drop at a time. It does not interfere with the ordinary operation of the keyboard. The speed of the Autotype is limited only by the machine to which it may be attached. The form of the tape is so designed that the perforations can be transmitted by telegraph. Mr. Murray has gone to England to exhibit his machine there. His purpose is to dispose of his invention to some large company.

In the October (1898) number of THE INLAND PRINTER were published illustrations of the Johnson typesetting and typecasting machines, together with a brief description of their principles. Completed machines are now on exhibition at Stodder Brothers, Ledger building, New York, and are being inspected with a great deal of interest by publishers and others interested in mechanical methods of typesetting. This machine will assemble and automatically justify type as fast as it is possible to manipulate the keyboard, as the space-cutting device can cut one hundred spaces per minute. This feature of the machine is very clever. A lever reaches from the end of the assembled line to the end of the space slug or "timber," and each time the space key is struck a fulcrum is thrown against this lever in such a position as to shift the slug past the saw the required distance; for instance, when the space key is struck once a fulcrum comes against the center of the lever, making the space the same length as what the line lacks of being the desired length. The temporary spaces are about an eighth of an inch longer than the type, and as the permanent spaces are cut off they push the temporary ones out, which are automatically returned to their proper place. In changing from one size type to another, the magazines and space "timber" of the proper thickness can readily be exchanged. The leading attachment is operated automatically. The casting machine turns out type at the rate of about one hundred and fifty per minute. The matrices are made of copper, and the time consumed in making the changes from one letter to another is about half a minute. The type resembles that of foundry make, with two small nicks in the same position on all the different letters — there being no need of the "combination" nicks, as it is not necessary to distribute the type after it has been used, but put into the pot and recast. The combined floor space of the setter and caster is about eighteen square feet. The factory at New Bedford, Massachusetts, is now building machines, the first ones shipped to go to the C. I. Hood Works, at Lowell.

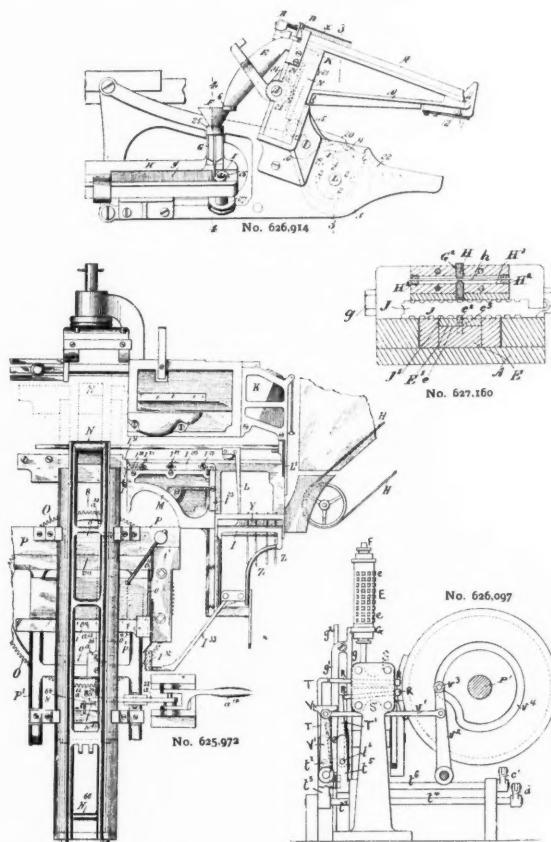
THE Lanston Monotype Machine Company, of Washington, D. C., has issued a beautifully printed booklet setting forth the merits of that machine and also giving specimen pages of type faces which they are now making and from which the printer may make his selection. These varying

faces consist of a font each of agate, nonpareil, three fonts of minion, one brevier, one long primer old style, and one long primer modern, a small pica old style, and also a small pica modern. Each font is furnished with italics and small caps, but no accents or fractions are shown. The latter characters are undoubtedly furnished, however, as the statement is made that the machine carries a complete font of 225 characters, including everything that the printer uses in his cases in hand-set types. A speed of 4,000 to 5,000 ems of small pica per hour is claimed, and a much higher speed for the smaller sizes. As regards the patents, it states: "The principle upon which the Lanston Monotype machine is based is radically and fundamentally new, and basic patents have been obtained which cover every feature of the machine, as well as of the system underlying it. No other person can sell a machine that sets up a line of individual type, cast in a machine and spaced by a previously determined computation. The patents have been declared unassailable by the best patent experts of the country. No other machine can do the work of the Monotype without infringing it." The following claims of merit are made: 1. The product of the Monotype machine in the galley is exactly the same as foundry type, excepting in the more even division of its spacing, and is subject to all the conditions to which hand-set types are now subjected. 2. The types are as perfect in face and body as foundry types, and stand as squarely upon their feet. They are nicked and available for use in the case, or for standing matter requiring slight but frequent changes. When used they can be remelted. The machine produces all the sorts for corrections. 3. A complete font is carried in each machine, and fonts may be changed at will in a few minutes. 4. Setting matter around illustrations in the text is automatically accomplished, no hand manipulation being needed save that of regular make-up. 5. Owing to the large number of matrices, the Monotype machine is specially adapted for advertising card and display work not requiring faces of more than one-fourth inch line height. 6. The casting and composing machine, operating automatically and independent of the keyboard, can be actuated at maximum and unvarying rates of speed, and all night long, if needful, under press of work. 7. The keyboard, similar in form and appearance to the typewriter, may be operated at any point or time away from the plant, the operator being, de facto, the compositor, and his work having a permanent instead of a temporary value. It can be used six months after it is produced. 8. The economy represented in a system where editors, authors or writers may do their own composition, or where keyboard operators are also stenographers. 9. A new dress of type is had for each issue of a paper or edition of a book, and first cost of foundry type, incidental loss from wear and tear, interest upon cost of new types, etc., are done away with. 10. The paper strip containing the perforations of the keyboard, and which constitute the copy for the casting and composing machine, can be preserved for future editions in lieu of electrotype and stereotype plates. 11. The Monotype, with individual types, shows the same results as with hand-set types. A perfect lock-up and even impression are at once obtained.

PATENTS.

The Risley typographic machine is the subject of some interesting patents. This is a matrix-making machine upon which Isaac Risley and V. F. Lake, of Pleasantville, New Jersey, have been experimenting for about twenty years, and taken out patents at various times. Of these the most important is Risley's patent of August 10, 1897, in which he obtains claims dating back eight years, on a system of justification by measuring the line by units and dividing by word spaces. Patent No. 626,098, by Risley and Lake, describes the machine in detail in its latest form. In the illustration the keyboard is shown at A; fingering these keys sets certain pins in the wheel D. After a dummy line is composed (work

at the keyboard continuing), the line is spaced automatically by a calculating mechanism, and while the second line is fingered the first is impressed letter by letter into a sheet of matrix paper at U. Matter to the extent of nine to ten inches in length of column may be impressed in this way in the matrix paper, which is then removed and a stereotype made for printing. The machine is driven by power at E⁴, and is positive in all its movements, employing no gas or electricity in its operation. In patent No. 626,097, by Mr. Risley, the form of type-carrier used is described. This carrier, E, is designed to be raised, lowered or turned so as to bring any desired type character to the point of impression.



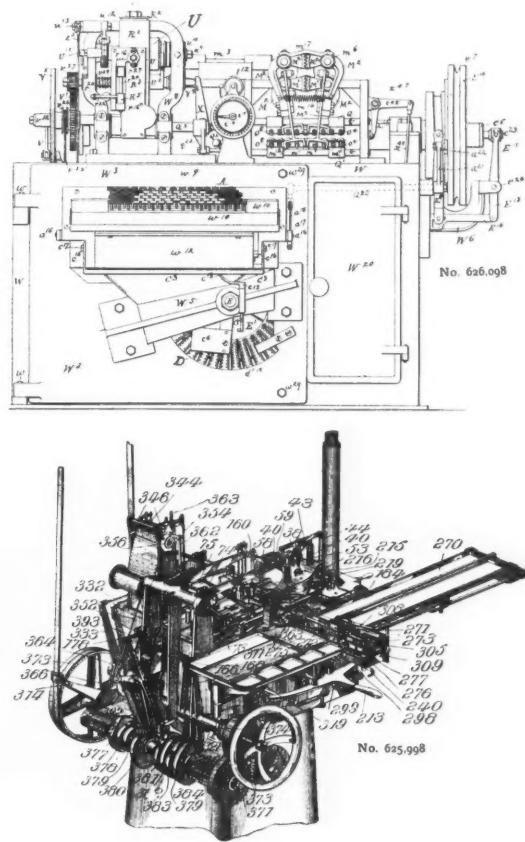
It will be seen that this is somewhat similar to the type-barrel used in some typewriting machines.

The Lanston Monotype Machine Company owns a new patent by J. S. Bancroft, No. 625,998, describing their improved machine at great length. Of the 122 drawings we select one that shows the general appearance of the caster and setter. The perforated paper that serves to select the characters to be cast goes in at 356, and determines the setting of the face of the mold, which is below 43. The melting pot is at 184, and is surmounted by the long pipe to carry off the fumes. As cast, the type is ejected or set into the galley 270. The principal improvements introduced are the giving of a slight play to the matrices, so that they may be set closer against the mold, and thus avoid squirts of hot metal; the introduction of devices for increasing the speed of operation of the plate carrying the matrices; and the simplification of the record strip or punched paper pattern.

Two improvements in the linotype are shown in patent No. 625,972, by E. Girod, of London. One is the introduction of a stop to lock the assembling-block I down to its lowest position, which stop can be moved only by the descent

of the transporter N, thus rendering it impossible for an unusually fast operator to send the line of matrices to the transporter before it is low enough to receive it, which action has sometimes caused a pi. The other improvement is the change of method of attaching the wiper I³², that cleans the trimming knives. This wiper occasionally got into trouble with an overhanging two-line letter slug, and the arrangement prevents this.

Charles D. Hughes, of New York, in patent No. 626,758, describes a mechanism for connecting a key on a keyboard with the type to be pushed out of a channel in a typesetting machine. By introducing a power-driven friction roller he



takes the labor off the key, and thus secures a very light touch at the keyboard.

E. F. Linke, of Hartford, has patented and assigned to the Thorne Company (No. 626,914), a mechanism for use on the justifying side of a Thorne machine. The discarded spaces are dropped down the chute E, and arrange themselves in the line H. The column-packer C comes forward at the proper time and pushes the justified line down in the galley A.

L. K. Johnson and A. A. Low, of Brooklyn, have taken out patent No. 625,931, on a mechanism for pushing out several type at once from the bottom of a channel, to be grasped by the compositor. We hope that some day they will issue a patent showing their machine as a whole, that the trade may know what it is like.

E. Van der Wee, of Rochester, has patented (No. 627,160) a machine for locating and stamping matrix bars. The object is to produce the type-letters of matrices for line-casting machines in a cheap and simple manner. J is the matrix bar intended for use on a monoline machine, and H is the punch.

THIRD ANNUAL CONVENTION OF THE NATIONAL ASSOCIATION OF PHOTO-ENGRAVERS.

PRELIMINARY to the regular sessions of the National Association of Photo-Engravers at Put-in-Bay, a day in Detroit was enjoyed through the courtesy and generosity of the Association of Detroit Engravers. Monday, July 17, will long be remembered by those who were present as a "red-letter" day in the history of the association.



GEORGE H. BENEDICT.

The visiting members were met at the Wayne hotel by the reception committee of Detroit, who presented them with badges bearing the letters "N. A. P. E.," and the words "One Day in Detroit, July 17, 1899." After partaking of a hearty breakfast, the members of the National Association of Photo-Engravers and their wives proceeded to "do the town." Four tallyhos were filled, the horns were blown, and they were off for a drive through the beautiful streets of Detroit and around Belle Isle. On arriving at the latter place, a rest was taken and the tallyhos were lined up for the benefit of the ever-present "camera fiend," who was very much in evidence during the trip. At Belle Isle bridge the party was transferred to the trolley cars, and a ride of about twenty-six miles through a delightful country brought them to Mount Clemens, where a fine dinner was ready at the Hotel Egnew. From there a short ride on the electric cars brought the party to McSweeney's, where the steamer Sailor Boy was waiting to take them for a ride up the Detroit river and through the famous St. Clair flats and back to the Mervue clubhouse, where an hour was spent in merrymaking. Then followed supper, at which a vote of thanks and three cheers were proposed for the Detroit engravers. These were given with a will, and Mr. Winn, chairman of the committee, responded with some humorous remarks that afforded considerable amusement to the company. At 7 p.m. the party went aboard a Star Line steamer, and after a two hours' ride were landed safely in Detroit, full of enthusiasm over the trip and thoroughly convinced that the Association of Detroit Engravers was composed of "royal good fellows," and that the entertainment committee who planned the programme and carried it out so successfully was entitled to the highest praise.

The names of the gentlemen who comprised this committee are A. J. Van Leyen, L. F. Eaton, A. W. Habbin, Louis Katz, W. C. Hensler, F. O. Wisner, H. R. Winn, J. S. Van Alstyne and E. G. Liggett.

On calling the roll Tuesday morning, aboard the steamer Frank Kirby, on its way to Put-in Bay, it was found that all the members of the association had escaped the perils of Detroit with the exception of a small party of Chicago and Milwaukee brethren who were left behind. As they turned up in the evening, however, it is supposed that it was a case of seasickness caused by the ripples on the river the day before.

At 12:30 the steamer arrived at Put-in Bay, and after dinner the members of the association got together for the more serious business of the convention. The order of exercises at the first session held was as follows:

Reception of visitors.

Appointment and report from Credentials Committee.

President's annual address.

Report of the Executive Committee, by L. B. Folsom.

Reports by Secretary C. C. Cargill and Treasurer B. W.

Wilson, Jr.

Appointment of Auditing Committee.

At 8 p.m. another session was held, at which a report of the Auditing Committee was read and the election of officers took place, with the following results: George H. Benedict, Chicago, president; L. B. Folsom, Boston, vice-president; J. C. C. Stiles, Washington, D. C., second vice-president; H. G. Bogart, Cleveland, third vice-president; C. C. Cargill, Grand Rapids, secretary; B. W. Wilson, Jr., New York, treasurer. Executive Committee—C. H. Brandon, Nashville, chairman; Lon Sanders, St. Louis; J. H. Behrens, Chicago; J. A. Barnes, Chicago; L. F. Eaton, Detroit; W. M. Tenney, Boston; H. A. Gatchell, Philadelphia.

Wednesday, the 19th, the entire day was devoted to the business of the convention. Sessions were held at 9:30 a.m., 2 and 9 p.m. At the morning session the installation of the new officers took place. The meetings of the afternoon and evening were full of interest. Questions of vital importance to the association were brought up and thoroughly discussed. A very able paper was read by Oscar E. Binner on "The Best Method of Advertising the Engraving Business." Another, by C. S. Bierce, on "The Business Management of an Engraving Establishment," was also very much to the point. Max Levy spoke very entertainingly on the "New Blast Method of Etching."

When the special business had been disposed of, a vote was taken upon a location for the next annual convention, and Cleveland was found to be the choice of the association. The meeting then adjourned.

Thursday was devoted entirely to pleasure. A trip to Wehrle's on Middle Bass Island, a visit to the wine cellar, a picnic in the grove, dancing in the pavilion, and back by



PHOTO-ENGRAVERS' CONVENTION — BOARDING THE "SAILOR BOY" AT MCSWEENEY'S FOR TRIP TO THE ST. CLAIR FLATS.

steamer to Put-in-Bay, and the most successful convention yet held by the National Association of Photo-Engravers, both from a social and a business point of view, was at an end.

The officers of the association expressed themselves as highly gratified with the interest shown by the members throughout the country, and plans have been laid for the coming year which, if carried through successfully, will be far-reaching in their effects, remedying the worst of the evils that now exist, and enabling the photo-engraver to do business on a much more profitable basis than he has been able to for some time.

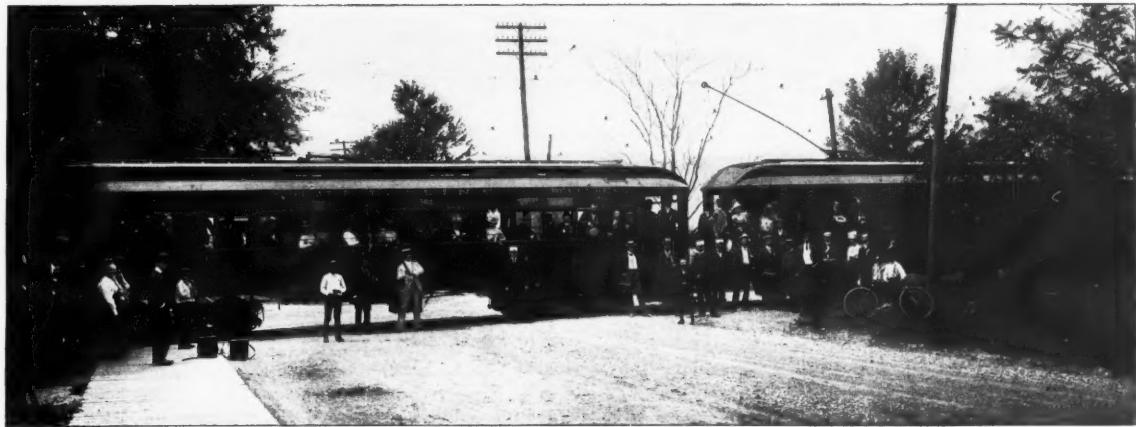
As a finish to the convention, the association was invited by the members from Cleveland to spend Friday, the 21st, in



CONVENTION OF THE PHOTO-ENGRAVERS—HALT FOR REFRESHMENTS AT BELLE ISLE, DETROIT.



DELEGATES AND VISITORS AT THE THIRD ANNUAL CONVENTION OF THE NATIONAL ASSOCIATION OF PHOTO-ENGRAVERS.
Taken at the Mervue Clubhouse, St Clair Flats, Michigan, July 17, 1899.



CONVENTION OF PHOTO-ENGRAVERS—ON THE TROLLEY, BOUND FOR MOUNT CLEMENS, MICHIGAN.

that city, and a large number, who were able to go, were given a reception at the Hollenden House on Thursday evening. At 8:30 A.M. Friday, the delegates from the convention assembled at the Hollenden House, and donned their "war paint and rough-rider hats," and were ready for the fray. The programme included a tallyho ride through beautiful Euclid avenue to Garfield monument, where a photograph was taken of the group, and then on to Euclid Heights, Ambler boulevard and Wade Park. Thence to Gordon Park, where lunch was taken at the Palm Garden on Bratenahl road. After a rest of about an hour, a trolley ride was taken to White's Villa, and there a dinner was served that was thoroughly enjoyed by the members of the party. A return to the city was then in order, and a ride of an hour brought them back to headquarters. Those who enjoyed the privilege of being there were delighted with their entertainment, and declared that the "Finish at Cleveland" was a grand success.

TRADE NOTES.

THE Boston Printing Press Company has removed from 100 High street to 7 Water street.

THE J. W. Butler Paper Company, Chicago, has added another Brown & Carver paper-cutter to its plant.

THE Cranston Printing Press Company has moved its office from Champlain, New York, to Palmyra, same State.

MILTON R. UHL, who has been with Lord & Thomas for several years, is now looking after the interests of the Omaha *Bee* as its representative in the Chicago field. The office is at 307 Oxford building.

THE Peerless Printing Press Company has purchased the plant, patterns and good will of the Globe Manufacturing Company, Palmyra, New York, and will continue the manufacture of the various lines of machinery made by that company, at the same place.

Two of the Standard paper feeders have been placed in the office of the Blakely Printing Company, Chicago, and seem to be working in an extremely satisfactory manner. Charles N. Stevens, the western manager of the Standard Machinery Company, states that other machines will soon be installed in Chicago.

W. W. RUSSELL, formerly of the Russell-Morgan Printing Company and the U. S. Printing Company, Cincinnati, Ohio, has associated himself with the Inman Manufacturing Company, Amsterdam, New York. This company is building special machinery for folding boxes, as well as multi-color printing presses.

BUCKLEY & WOOD, magazine and pamphlet binders, New York City, in addition to their workrooms at 23 City Hall Place, have leased the ground floor and basement at 52-58 Duane street, thereby increasing their floor space by 10,000 square feet. The offices will be located at the latter address. A tasty circular announcing this fact has been sent out by the company.

ARTICLES of incorporation of the American Writing Paper Company were filed in Trenton, New Jersey, on June 30. The authorized capital is \$25,000,000. The company is organized to manufacture and deal in paper. One-half of the stock is preferred, with 7 per cent cumulative dividends. The incorporators are Charles F. Berry, William D. Gooch and Harry H. Picking, all of East Orange, New Jersey.

THE Printing Machinery Company, Limited, of London, England, have recently secured new premises at corner of Tudor and John Carpenter streets, and present in their advertisement an illustration of the building. They have one of the finest exhibits of printing machinery in Europe, and as everything is shown in motion the excellence of the exhibit can readily be appreciated. The heavy machinery is in the basement, and the other floors are devoted to lighter

machinery, linotypes, and electrotyping and stereotyping machinery.

LEE & SHEPARD, publishers, have removed from 10 Milk street to 202 Devonshire street, Boston. In a circular letter to the trade they state it is with some regret that they leave the familiar place "next the Old South Meeting House," after being there during the last fourteen of the thirty-eight years that have passed since the establishment of their house, but the demands of the business require larger quarters.

A. G. MACKAY, proprietor of the J. L. Morrison Company, importers and manufacturers of the "Perfection" wire-stitching machines, New York, sailed for Europe on July 4 on the steamship Kaiser Wilhelm der Grosse. Mr. Mackay expects to be absent about three months, looking after the placing of his machines upon the European market, and also for the purpose of making an extensive exhibit at the Paris Exposition in 1900.

HENRY E. GREENE, for the past ten years manager for Golding & Co., Boston, has severed his connection with that company and taken a position with the F. Wesel Manufacturing Company, of New York. Mr. Greene left Golding's with the best of feeling, and was presented with a fine gold watch by the firm, as an evidence of its esteem and regard for him. Mr. Greene is thoroughly posted on printers' supplies, and brings to the firm he is now connected with a knowledge of the business that certainly will prove valuable to it.

THE Western Paper Stock Company's factory, at Fourteenth street and Indiana avenue, Chicago, was burned July 3. The fire is thought to have started from spontaneous combustion among some old rags in the basement. Twenty-five girls employed in the factory jumped from the second story windows. Seven were injured, not seriously, and three were reported missing. At noon the flames were under control, having been confined to the building where they originated. President Tyler estimates the loss at \$50,000 on the building and \$40,000 on the stock.

THE school of illustration started by F. Holme in the Athenaeum building, Chicago, about a year ago, has proved a wonderful success. Mr. Holme has recently enlarged his quarters and arranged with a number of artists of wide reputation in their particular lines to assist in the class instruction. Among these are J. C. Leyendecker, composition and higher illustration ; L. Mazzanovich, decorative design ; Joe Carl, caricature ; F. J. Mulhaupt, nude life ; C. L. Sherman, perspective ; J. Lilleso, portraits and pen-and-ink technic. One of the features of the school is the mechanical department, fully equipped with all the appliances for making cuts, and for silver print, Ross paper and chalk-plate work. Mr. Holme directs the entire school, looking particularly after the class in newspaper illustration, which is his specialty.

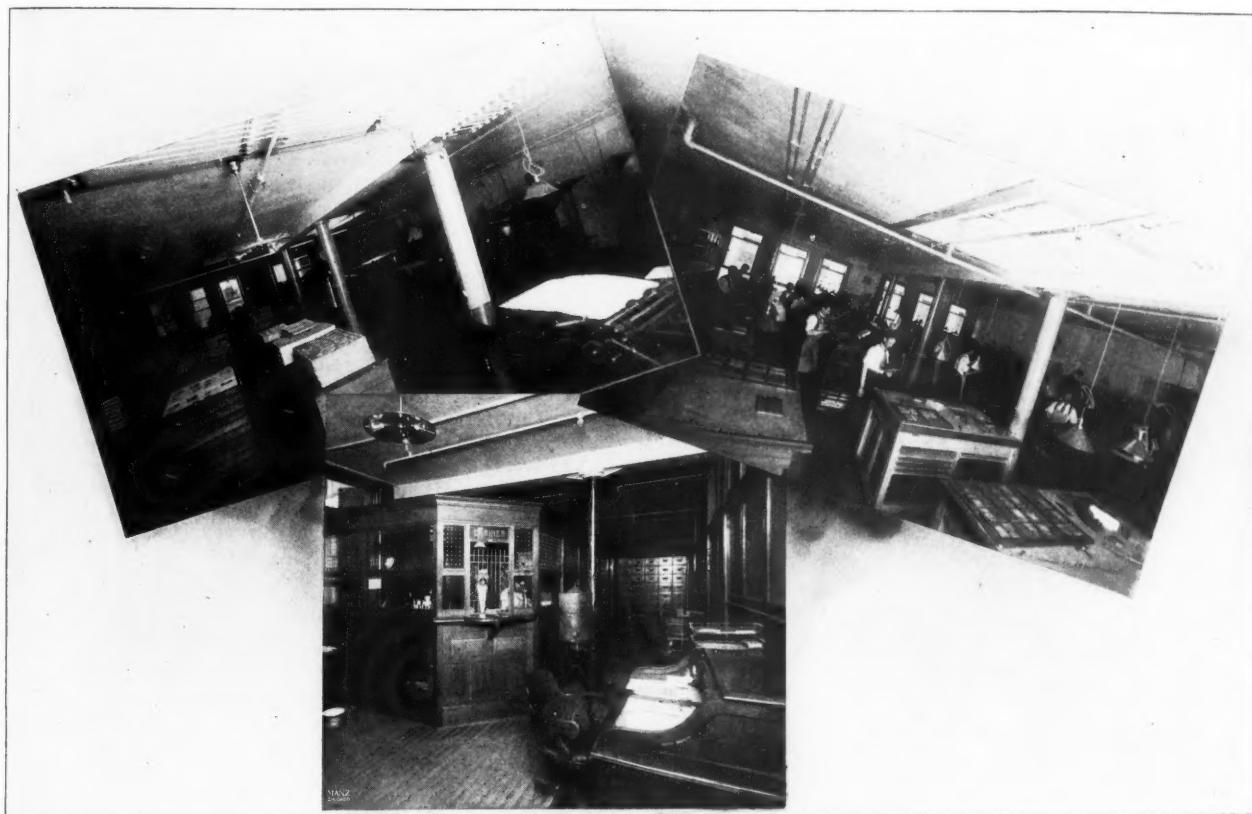
FRANK McLAUGHLIN, who succeeds his cousin Vincent, recently deceased, as president of the Times Publishing Company, Philadelphia, comes from a family of journalists. As a boy he entered the *Times* office and learned the business with the best teacher in the country — his uncle — from whom he took his name. He then went to the *Sun*, in New York, and the *Recorder*, in New York ; but while he gave his services to those papers he wrote for the *Times* a series of dramatic and musical criticisms which gave distinction to the papers that published them and drew their writer into an eminence he did not seek. He knew good music and gave reasons for it that put him on the level with Hazard and Henderson. But circumstances made him a publisher, and his newspaper instinct was strong enough to make him a good one. He has called about him some of the best journalists in the United States — Julius Chambers, Philip Speed, George E. Mapes, Ross Raymond, Louis N. Megargee, Herbert Trask, Darwin Fenn and others — who reinforce Alexander McClure with new ideas and give them expression.

A MODEL PRINTING PLANT.

THE expression "a model printing plant" is one that every printer would like to use for his own establishment, and a few do use it with more or less propriety. We do not know that Hollister Brothers, Chicago, would feel like calling their plant "a model," but those who have inspected their enlarged and newly equipped place are inclined to think that term best describes it.

It is worth while to reflect on the elements of success which have brought this firm from an 8 by 12 room, with two Gordons, at 279 Madison street, in 1886, to a point, in about a dozen years, where they have certainly one of the most perfect establishments in Chicago. The past few years have been lean and unprofitable in the experience of many

but the firm took up a new idea, which was to do printing for labor organizations, and they made quite a specialty of this. At the present time they are doing the better grades of labor work—the official magazines, charters, etc.; and while work in other lines has largely increased, the labor printing still forms an important part of their output. About eight years ago the firm removed to their present quarters, 148-154 Monroe street, occupying at that time only a quarter of the present space and having but one cylinder press. They have since added a number of other cylinders, and have four of the larger sizes of the Miehle press, which they consider the best for their purposes. The enlargement of the office to its present size was begun on May 1 of this year, when individual electric motors were installed throughout and a complete pamphlet bindery was added to the plant.



BUSINESS OFFICE, PRESSROOM AND COMPOSING ROOM OF HOLLISTER BROTHERS, CHICAGO.

business men, but here seems to have been steady growth all the time.

There have been push and enterprise undoubtedly, good business management, seizing every opportunity, and the other trite expressions which pretend to account for success. If you ask the members of the firm of Hollister Brothers, they give none of these reasons; they say, "Simply a persistent determination to do good printing; as good as we could with what we had to do it with, and always trying for something better; making a reputation for the highest quality in printing, getting a fair price for the work, but doing it well—at a loss, if necessary."

Whatever the causes may be, the business has grown steadily. At first the proprietors did all the work themselves, but managed without difficulty to keep the two Gordons busy. A general line of commercial work was looked after,

Entering the office, directly in front of the elevator on the top floor of their building, the visitor finds an elegantly fitted-up office, finished in quarter-sawed oak, and hung with olive-green burlap, with private offices for the heads of the firm, and convenient quarters for the accounting department and office help. The accompanying illustrations give an idea of the office and of the composing room and pressroom, which are most conveniently situated with reference to each other.

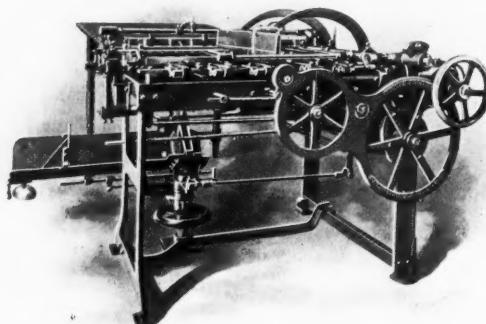
The composing room, in charge of Howard C. Lippincott, is fitted up with an assortment of the latest types, borders, ornaments, etc., and has electro cabinets, form racks, letter boards, sort drawers, body-letter racks with dust-proof compartments, and other necessities and time economizers of an up-to-date establishment of this kind. Among the specialties of the house are posters, placards, hangers,

THE INLAND PRINTER.

etc., requiring wood type, and a large assortment of this type is conveniently arranged in special cabinets at one side of the room. Much of this class of work, besides the finer grades of half-tone presswork, is done for the trade, country orders alone forming an important feature of the business.

Near the foreman's desk is the proofreading department, in charge of Dwight L. McNair, one of the most competent readers in the city, whose reputation for careful reading, and especially on books in the musical line, a number of which are printed by the firm, is second to none in the city. Mr. McNair is ably assisted by Mrs. M. E. M. Browne.

The pressroom is in charge of John R. Priebe, a thoroughly competent man, who not only knows what good work



DEXTER MARGINAL AUTOMATIC BOOK AND JOB FOLDER.

is, and is capable of doing it, but has the faculty of making the output of his room what should naturally be expected of a strictly modern establishment. As color-work and fine half-tone printing constitute a good share of the firm's business, and nothing but the best is expected, it can readily be inferred that the pressroom is an important department of the plant. The insert of the Maas & Inwood Company in this issue of THE INLAND PRINTER is a specimen of some of the color printing of this firm.

The platen department, with its battery of Colt's Armory and Gordon presses, is in charge of Mason Brunskill, who looks after his department in an equally efficient manner.

The bindery, under the supervision of Tony Faifer, is most thoroughly equipped, and forms an important adjunct to the plant. The "Auto" and "New Model" Sheridan paper-cutters, Dexter folders, Monitor stitchers, and other machinery, all electrically equipped, make the prompt turning out of work in this department possible.

The entire office and plant is well lighted and ventilated, skylights adding much to the cheerfulness of the quarters, and at night the establishment is lighted throughout with incandescent lamps, there being nearly one hundred of these in the composing room alone. Frequently night runs are necessary, and the importance of splendid light has not been underestimated.

William C. Hollister, senior member of the firm, has general supervision of the entire business, attending chiefly to financial matters, in which connection it may be said that few Chicago firms enjoy the confidence of the business community to a greater extent than Hollister Brothers. His younger brother, Franklin C., looks after the mechanical details, the purchase of stock and supplies, etc., while Arthur S. Agnew has for many years had charge of the accounting department, ably assisted by Miss Garrigan, the cashier, who also looks after telephone orders, and customers have become accustomed to asking her regarding work in progress to such an extent that they expect to get as accurate information

through that source as by inquiring of those higher in authority.

Frank A. Howard, who looks after the trade in the house and out of it, is a thoroughly competent man, enjoying a wide acquaintance among users of fine printing, and in addition to his abilities in the estimating line, is exceptionally capable of compiling catalogues and booklets.

The system of keeping track of orders, the sample cases in which specimens of jobs are kept for the inspection of customers, and numberless other little details in the office and plant, are items that help to no small extent the general success of the business. Human ingenuity has devised nothing practical in this line not to be found here.

In mentioning the fact that the plant is an up-to-date one, it would be well to state that every machine, large and small, is electrically equipped, being supplied with an open type Western Electric motor, belted direct to press or machine.

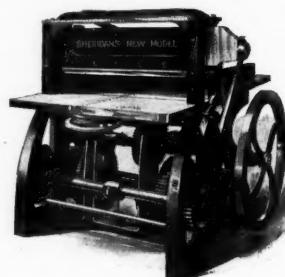
Special reference to some of the machinery recently added may not be uninteresting in this connection. One of the features of the plant is the new rapid marginal and automatic book and job folder. This is one of the latest improved machines made by the Dexter Folder Company, possessing features which make it a very desirable adjunct to every printing office. It covers a wide range of work and is very rapid and accurate in operation. We learn that a large number of these machines have been placed in the leading printing offices in the country and abroad, and Hollister Brothers feel they have made no mistake in their purchase. When THE INLAND PRINTER representative called to inspect the plant, one of these machines was running at a speed of 3,500 per hour, folding and pasting a large 16-page paper, the *Cigarmakers' Journal*, and it folds the *Machinists' Journal*, in 32-page forms, at the same speed.

The paper-cutting machines selected are those made by T. W. & C. B. Sheridan, their "Auto" machine, which has been upon the market for some time, and which is so well and favorably known as to need slight mention, and the "New Model," which has a number of points that make it valuable in these days of close competition, when rapidity and good execution are so necessary. The convenience of the clamp, and readiness with which the gauge can be referred to, the rapidity of the cut, and quick return of knife, and other features, recommended the "New Model" to the firm when arranging for the new machines which were needed when the plant was enlarged.

In the platen press-room it was noticed that the firm had recently installed several of the latest improved Colt's Armory presses, known as Style 2, and these machines were being used for all of their finer small printing. They stated that they never operated a platen press with more general satisfaction. For half-tone work, fine tint and three-color printing, and embossing, these presses, in their opinion, have no equal. They contemplate adding more of these machines in the near future, making the Colt's, as in the case of the Miehle cylinders, the standard for the plant.

A glance at the view in the pressroom will show a line of cylinder presses which any shop might be proud of. To say that these are Miehle machines is sufficient. When asked by THE INLAND PRINTER representative why this make was selected, Mr. Hollister stated that it was because he considered it the best, and that high speed with perfect results could best be secured.

Such, in brief, is the history of the house of Hollister



Brothers, and of some of the modern machines with which the plant is equipped. What the future of the concern will be can easily be imagined by what has been accomplished in the few years it has been in existence. That a wider circle of trade and greater renown are in store for them can not be denied.

NOTES AND QUERIES ON ELECTROTYPEING AND STEREOTYPING.

CONDUCTED BY C. S. PARTRIDGE.

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquiries will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

ELECTROTYPEING. By C. S. Partridge. Its chapters include: Historical Review—The Battery—The Dynamo—The Bath—Steel, Brass and Nickel Baths—Management of Baths—Agitation of Baths—Measuring Instruments—Preparation of Work—Molding—Building—Metalizing—The Conductors—Depositing—Casting—Finishing—Trimming and Routing—Revising—Blocking—The Invention of Electrotyping. Full cloth; 150 pages; \$1.50.

STEREOTYPING. By C. S. Partridge. This is the only book devoted exclusively to paper-maché stereotyping which has ever been published, and is an exhaustive treatise of the subject, containing detailed descriptions of all the best methods of work in present use, including Cold Process, instructions for operating the Rolling Machine, Paste Recipes, Metal Formulas, Hints for the Protection of Type, Suggestions for the Operating and Care of Machinery, Instructions for Grinding Tools, and a complete list of unexpired patents pertaining to Stereotyping Methods and Machinery, including number of patent, date of issue and name of inventor. 140 pages, 6 by 8½ inches; 50 illustrations; \$1.50.

THE NATIONAL ELECTROTYPEERS' ASSOCIATION MEETING. The following notice has been sent out by the president and secretary of the National Association:

To the Employing Electrotypers:

GENTLEMEN.—Arrangements have been completed for holding the third convention of the National Electrotypers' Association of America, September 12 to 15, 1899. The Executive Committee have arranged an excellent programme for all the delegates and families that visit the convention, and, aside from the business features, it will be an enjoyable trip. An invitation is therefore extended to every electrotypist in America to attend, as business matters will come up which are of great importance to the electrotyping business. For further particulars please apply to the Executive Board.

AUTOMATIC PLATE-CLEANING MACHINE.—The Raisbeck Electrotype Company, of New York, has devised a machine for cleaning electrotype plates which is said to be superior to hand scouring and much more rapid. The machine "subjects the face of the plate to a current of benzine or other solvent or detergent simultaneously with gentle friction. We accomplish this by an apparatus which moves the plate to be cleaned backward and forward several times in contact with a moving brush of the proper soft material, adjusted sufficiently near to act in all the interstices. In the most complete form of the invention the brush is caused to reverse its motion on the plate, and thereby to act more effectively in the recesses." The apparatus is the subject of letters patent No. 621,539.

PLATING WITHOUT A BATTERY.—The following inquiry comes from Minneapolis: "What can be used to make a copper plating without the use of a galvanic battery? I have heard that some solution is used in New York that answers very well and is very rapid. Your reply would greatly oblige an admirer of your wonderful journal." **Answer.**—Simple immersion of an iron article in an ordinary solution of copper sulphate, such as is employed in electrotyping, will produce sufficient action, chemical or electrolytic, or both, to form a very thin coating of copper on the iron. Steel pens, needles, etc., are coppered by revolving them in a tumbling-box with sawdust moistened with a solution made by dissolving 1½ ounces of blue vitriol in 10 quarts of water and adding 1¾ ounces of pure sulphuric acid. Another solution which is recommended for the simple immersion process is as follows: Heat 10 quarts of water to 140° Fahr., add 2 pounds of cream of tartar and 10½ ounces of carbonate of copper. Keep the

fluid at the temperature above mentioned until the evolution of gas ceases, then add pure whiting with constant stirring until effervescence is no longer perceptible. Filter off the fluid from the tartrate of lime, separate and wash the precipitate so that the filtrate, inclusive of the wash water, amounts to 10 or 12 quarts. Zinc is coppered in this bath by simple immersion; other metals have to be brought into contact with zinc. Brush coppering is executed as follows: The utensils required are two vessels of sufficient size, each provided with a brush. One vessel contains a strongly saturated solution of caustic soda and the other a strongly saturated solution of blue vitriol. The well-cleaned object is first uniformly coated with the caustic soda and then with the blue vitriol. A quite thick film of copper is immediately deposited. Care must be taken not to take the brush too full and not to touch the place once gone over the second time, as otherwise the copper will not adhere firmly.

HALF-TONES IN NEWSPAPERS.—Various schemes have been suggested for casting or otherwise securing electrotypes or half-tones in the curved stereotype plates from which daily newspapers are printed. Perhaps the method most often employed is to remove the engraving from its base, after the matrix has been made, and curve it to a perfect segment. After the mold has been adjusted in the casting box, the curved engraving is fitted in its place in the matrix. When the stereotype metal is poured into the casting box, it surrounds and overflows the electrotype, securely embedding it in the cast. Another method consists in removing the engraving from its block before molding, and filling in the depression in the back of the matrix caused by the absence of the engraving with packing of exactly the same thickness as the electrotype. After the cast has been made, the electrotype may be curved and then tacked or soldered into the depression. Full-page electrotypes are usually cast flat and then curved in a machine to fit the cylinders of the press. Attempts have often been made to cast electrotypes in a curved box in the same manner that stereotypes are cast, the electrotype shell taking the place of the paper matrix. Until recently such attempts have usually resulted in failure, partly because the shell does not readily and accurately conform to the curve of the box, owing to its lack of pliability, and partly because the hard stereo metal does not flow as readily into a metallic matrix as into a paper matrix, and depressions which do not fill perfectly are liable to crush down under pressure. However, "necessity is the mother of invention," and under its spur a remedy has been found for these difficulties. Many of the pages (all of the color-work) of the Chicago *Blade* and Chicago *Ledger* are printed from curved electrotype plates which are cast in the manner described, namely, by pouring the stereo metal directly into the tinned shell, in the same manner that a stereotype plate is cast from a paper matrix. The writer is informed that other papers are now employing the same method. Mr. William Kuhn, the foreman of the *Blade*, who was the first to successfully cast electrotypes in a curved box, is not communicative as to the secret of his success, but would doubtless explain his methods for a consideration.

EFFECT OF AGITATION ON DEPOSITING SOLUTIONS.—The July number of the *Process Review and Journal of Electrotyping* contains an article on the "Effect of Agitation," by Mr. Dunton, in which he states, speaking of a Boissier No. 2A dynamo, developing 2½ volts at the tubs: "With this machine they were taking from one and a half to two hours to deposit their shells, and were running their solution as high as 22° and even 23° Beaumé. . . . With this very same dynamo this same concern are turning out deposits of copper in fifteen minutes, which have stood the run on cylinder presses for over 10,000 impressions and then did not show wear. . . . The solution is very seldom over 20° Beaumé, of which one-tenth is acid. . . . I might add that the

voltage at the tubs is $2\frac{1}{4}$ volts. . . . Now I am not going to ask Mr. Partridge what is responsible for this cut in the time of depositing; I am going to tell him. . . . It is the agitating of the depositing solution, and this agitation is produced through the medium and application of scientific principles." This information, so kindly furnished by Mr. Dunton, is "important if true." If the time required to deposit an electrotype can be cut down from "one and a half or two hours" to "fifteen minutes" by simply agitating the solution with an inexpensive device the fact should be widely published, for it will certainly interest every electrotyper in the country. Mr. Dunton's information, valuable as it is, would be greatly enhanced if he had gone a little more into detail in the matter of figures. For instance, he implies that the same work is now performed in fifteen minutes that formerly required one and a half or two hours, but he does not give the weight of the shells deposited with and without the aid of agitation. Possibly the fifteen-minute shell was not as heavy as the two-hour shell, in which case a portion of the load of responsibility which now rests on the agitator would be removed. Then again, he says that the solution formerly stood "as high as 22° or 23° Beaumé," but he gives no information as to the percentage of acid it contained. This is a very important matter, and if cleared up might still further relieve the agitator from its present responsibility. Mr. Dunton says that the dynamo is now running at $2\frac{1}{4}$ volts. When the one-and-a-half or two-hour shells were made, the voltage, according to a test made by an expert, was only $2\frac{1}{4}$ volts. Here is an increase of nearly twenty-five per cent in voltage of which Mr. Dunton makes no account, for he says "it is agitation" that is "responsible for the cut in time." The writer would suggest that to be entirely satisfactory and conclusive his agitator test should be made under the same conditions of current and solution that obtained before the agitator was introduced. He should weigh the copper deposited in a given time with the aid of the agitator, and then, using the same electrodes, weigh the copper deposited in the same length of time without the aid of the agitator. The difference in weight, if any, would indicate exactly the influence which the agitator has upon the resistance of the solution. In explanation of the wonderful results obtained by the aid of the agitator, Mr. Dunton says it "lubricates the path of the current by eliminating a portion of the resistance." Inasmuch as it requires a pressure of less than one-third of a volt to overcome the entire resistance offered by a good electrotyping solution, it is difficult to understand how the elimination of this resistance would increase the rate of deposition several hundred per cent. Will Mr. Dunton explain and give us the figures?

TECHNICAL INSTRUCTION IN ELECTROTYPEING AND STEREOGRAPHY.—The following letter and examination papers from Mr. John E. Evans, of the Northampton Institute, London, England, will no doubt prove interesting to the trade in the United States, and by indicating wherein the workmen of this country are defective will perhaps promote a desire for a technical education. It will be noted that the examinations are both technical and practical. American workmen would have no difficulty with the practical examination, with the possible exception of Problem 2; but our best workmen would be puzzled by some of the questions on the other paper. In other words, we know that certain causes produce certain effects, but we do not know *why* it is so. In this country there is no opportunity for our apprentices to obtain an education in the technic of electrotyping and stereotyping, but it is possible that such opportunity would be provided if there were a demand for it.

Mr. C. S. Partridge:

DEAR SIR,—Although rather late in sending a reply to your kind favor of March 30, I have much pleasure in forwarding you a copy of the examination questions for publication, if you think it will give the trade on your side of the water a stronger wish for technical education.

I have been asked by various people (to whom I have shown THE INLAND PRINTER which you sent me, for which I must thank you very much) to get them a copy—I have an order for nine copies of that month. It is the splendid manner in which it is printed that has fairly surprised these applicants, and I have an idea that there could be a large sale over here if it was shown around. If you have any British office, will you kindly let me know? I should be greatly obliged if you will let me know if you have nine copies in stock, also the price for same including postage, and I will send the money across to you, on receipt of which you can forward the copies to me. Also I should like to take your paper and should like to commence with this volume, so that if you will let me know the subscription I will commence at once. In lending your copy around, I have not seen it for the last three weeks, or probably I could have gotten the information from that.

In the query re "shot tin" in my last letter. This term is used in London. It is really triturated tin, meaning, lead 1 part, tin 1 part, well mixed and poured through a fine copper gauze into hot water, holding the ladle as high as possible. By this means the tin is formed into very minute particles called shot tin, and sprinkled upon the copper shell to tin the same.

Trusting you are enjoying the best of health,

I beg to remain, Yours sincerely,
JOHN E. EVANS.

NORTHAMPTON INSTITUTE, CLERKENWELL.

EXAMINATIONS—SESSION 1898-99.

MAY 26, 1899. ELECTROTYPEING AND STEREOGRAPHY. TIME 7:30 TO 10 P.M.
You are not permitted to answer more than eight questions, of which only five must be from Section I, and three from Section II.

SECTION I.

1. There are certain defects in the working of a simple voltaic cell which render it useless for practical electrotyping. Briefly indicate them, and explain what improvements were effected by Smeee and Daniell in their inventions, and state what practical process has arisen from the use of one of these cells.

2. Why do you use sulphuric acid in your electrotyping solution? Give an explanation for the part it may play in electrolysis, and the effect on the deposit of an excess of the acid.

3. What meaning do you attach to the term "Current Density?" Calculate the weight of copper deposited upon a surface of 50 square inches using a current density of 10 amperes per square foot of cathode surface for $2\frac{1}{2}$ hours.

(1 ampere deposits 18.1 grains Ca per hour.)

4. Give the reasons why you use copper anodes in electrotyping. What variations should you expect to notice if you used anodes of lead?

5. A plaster original is given to you planed flush. How would you proceed to take a mold in wax?

6. Describe in detail how a mold should be treated after leaving the press, previous to placing it in the solution.

7. Backing metal should contain from five to ten per cent antimony, with four per cent tin, to produce a good, hard alloy. Suppose that the metal contained twenty per cent antimony, what effect would it have on the finished electrotype, supposing that all other details were correct?

8. A plate is given to you for slabbing. Describe the method of working to produce a good, flat electrotype.

SECTION II.

9. What theory do you apply for making a flong with different samples of paper? Why do you use (a) paste, (b) middle paper, (c) blotting paper, (d) tissue paper?

10. A form of type is given out with an order marked "1 Stereo [Mtd.]" Describe in detail the process from start to finish.

11. Why do you use a back pasted upon the casting box, or a board, when casting a plate?

12. Why do you use a blanket between the face of the form and the platen of the stereo press when drying a matrix? Would it be of any advantage to use blotting paper with the blanket? If so, on which side of the blanket is it best to place the paper, and why?

NORTHAMPTON INSTITUTE, CLERKENWELL, E. C.

EXAMINATIONS—SESSION, 1898-99.

SUBJECT—ELECTROTYPEING AND STEREOGRAPHY (PRACTICAL).

Examination held June 26, 1899—Time 7:30 to 10 P.M.

N. B.—Not more than two of the following pieces of work are to be attempted by any student. Each student on entering the room will be requested to name three of the pieces of work from whence the invigilator will select the two to be worked. No student will be allowed to execute a piece of work similar to the work he has been engaged upon in his trade workshop.

1. You are supplied with a pair of electrotypes. Flatten them ready for the lathe.

2. Draw a design of area about 4 by 3 inches, containing at least an oval, a circle and a square. Build and prepare for the bath.

3. From the plaster original supplied, produce a mold ready for deposition upon.

4. Prepare a stereo paste from the materials supplied.

5. Take a stereo mold ready for casting from the flong supplied.

6. Make a flong from the samples of paper given out to you.

REVIEW OF SPECIMENS RECEIVED.

The purpose of this department is to candidly and briefly critique specimens of printing submitted hereto. The large number of specimens submitted makes it necessary that all comments shall be brief, and no courtesy is intended in the seeming bluntness of adverse criticisms. Contributors who fear adverse criticism must give notice that they desire only favorable mention, and should their specimens not deserve praise no comment whatever will be made. Samples intended for review under this head should be mailed to this office flat, and plainly marked on corner "Alpha."

H. D. ARNOLD, Three Rivers, Michigan.—The work submitted by you is neatly set and the presswork is of good quality.

H. C. SMITH & SON, La Fayette, Indiana.—The note-head submitted is neat in design, but we think a bronze-blue would have been more effective than the brown ink which you deplore.

HILL PRINTING COMPANY, Eustis, Florida, is sending out some very attractive printing in the shape of blotters and announcements, executed in the highest style of typographic art.

JOHN L. DANIELSON, 1650 Melrose street, Chicago.—The card submitted by you is a neat piece of composition, and the type and colors harmonize well, making an attractive and effective business card.

HATHAWAY & BROTHERS, Fourth and Sansom streets, Philadelphia, announce their removal in a unique circular, artistically printed in black, red and gold on buff deckle-edged stock. Composition and presswork are excellent.

JOHN T. PALMER, Race street, Philadelphia, is one of the past masters in neat design in plain and colored typographic work, and his July blotter does not detract from the glory he has always achieved in the line of excellent advertising mediums.

FROM Powers-Tyson Printing Company, Grand Rapids, Michigan, we have received a package of commercial stationery, the printing, embossing and engraving on which are all of the highest class. Their own blotter is an exceedingly neat piece of printing in three colors.

ELECTRO-TINT ENGRAVING COMPANY sends out a blotter illustrated with a miniature reproduction of the three-color insert shown by that company in the July number of *THE INLAND PRINTER*, entitled, "Just Arrived." The typography on the blotter is very neatly executed.

A HANDSOMELY printed booklet gotten out by the Griffith, Axtell & Cadby Company, Holyoke, Massachusetts, for P. & F. Corbin, New Britain, Connecticut, is a fine specimen of composition and presswork. The cover is beautifully embossed in white on a gray background.

Graphite is a four-page periodical issued by the Joseph Dixon Crucible Company, Jersey City, New Jersey. It is well printed and full of bright and witty prose and verse, written, of course, in the interest of its excellent productions. The typography, make-up and presswork are all of the highest class.

A PACKAGE of samples of letterpress printing from E. A. Atherton, Battle Creek, Michigan, goes to prove that he is able to turn his hand to any kind of typographic art that may be required. Leaflets, cards, booklets, bill-heads, etc., are all treated in a masterful manner, both in composition and presswork.

A MEMO-HEADING and a business card by H. F. Pahl, San Francisco, California, are very neat specimens of typography. The card would be improved if the name of the company were printed in solid instead of outline De Vinne, which would give character and strength to an otherwise excellent piece of work.

OLIVER L. ARMS, Moundsville, West Virginia,—The price-list sent by you is a fair specimen of presswork for that class of printing, but might be a little more even in color, and some of the pages need a little more make-ready. We notice several spaces and some leads have worked up, which spoil an otherwise clean appearance.

We have received from the Chicago Photo-Finishing Company, 608 Champlain Building, Chicago, a catalogue of photographic supplies, which covers the field in that line very thoroughly. It is a book of 64 pages and cover, well illustrated, and set in old-style type. It is from the press of the Henry O. Shepard Company, Chicago.

SOME samples of general printing, the work of R. Lewis Berry, Orangeburg, South Carolina, are of excellent quality in composition and presswork; but you have spoiled your own bill-head, R. Lewis, by trying to get too many colors on it. If you were to use one color only and drop the fancy initials, I think you would be better pleased with the result.

"OGDEN CANYON; ITS SCENERY," is the title of a booklet printed by the Ogden Printing Company, Ogden, Utah. It is full of half-tone views and pen-and-ink sketches of the grand and beautiful scenery of the West, and the presswork, on enameled stock, is of a high grade of excellence. The booklet is interleaved with tissue, and is gotten up in admirable style.

We have received a very neat sample book of writing papers, linens, bonds and ledger, issued by Union Card & Paper Company, 27 Beekman street, New York. While it does not, of course, contain the largest assortment of paper, it shows a good line intended for everyday work, and, quality considered, the prices are low. Some of the linens, bonds and ledger can hardly be duplicated anywhere at the price. A request, on

a printed letter-head, forwarded to the company at above address, we understand, will bring by return mail a sample book, and the time spent in perusing it, as well as comparing with other papers, will be more than well spent.

A FEW samples of color-work in typography have been received from E. Hitchcock, Mason City, Iowa, the composition and presswork on which are very good. On the cover of his "Spring Announcement," Mr. Hitchcock says: "We make type and ink do anything we want it to in the way of artistic printing," and the samples under review seem to bear out the assertion.

SOME excellent specimens of half-tone printing have been forwarded by M. A. Droitcour, 64 Capitol avenue, Hartford, Connecticut. Two sheets of illustrations, showing events in the Cuban and Philippine wars, are artistic specimens of engraving and presswork, by R. S. Peck & Co., of Hartford, designers, engravers and printers. The work is of a character that any establishment might be proud to send out.

CHALLINOR, DUNKER & CO., Pittsburgh, Pennsylvania, are artists in typography and presswork. The blotters and announcements forwarded by them are above the average in conception, design and execution. Each monthly blotter has an illustration in colors appropriate to the season, the design of which is snappy and original. They are without doubt leaders in blotter advertising, and should reap rich rewards in the shape of orders for printing.

CHASE BROTHERS, Haverhill, Massachusetts, are well known as high-class letterpress printers, and each month they take the opportunity to keep this fact before the eyes of their customers by sending out neatly printed blotters, each of which conveys some fresh information about their ability to please the public with excellent work. Their July blotter is an exceptionally neat piece of work, announcing their removal from 13-15 to 37-41 Washington street.

TYPGRAPHIA No. 9, of Chicago, celebrated its twenty-fifth anniversary on June 25, 1899, with a picnic and "Sommernachtsfest," and also issued a souvenir programme on the occasion, which was printed by the Columbia Printing Company, 716 North Halsted street, Chicago. It is a pamphlet of twenty-four pages and cover, 6 $\frac{1}{2}$ by 9 $\frac{1}{2}$, with red borders, the composition and presswork being well executed. The front cover is printed in black, red, blue and gold, and is neat and artistic.

CORDAY & GROSS, 271 St. Clair street, Cleveland, Ohio, call themselves "art printers," and a close examination of the work sent for review would seem to justify the use of the term. Originality and uniqueness in design of engraving and typesetting, and harmony and balance in selection of colors, combined with the highest class of presswork, unite to produce work that is pleasing, tasteful, attractive and striking—four points that should strongly recommend their productions to judges of good typography.

A book of views depicting the beauties of Cascade Park, New Castle, Pennsylvania, consisting of forty-four pages and cover, 6 by 9 $\frac{1}{2}$ inches, oblong, has issued from the press of the Warnock-Brindle Company, New Castle, and is an admirable piece of work in both engraving and printing. The many views shown are clean and sharp, and with the accompanying descriptive matter make an interesting and valuable souvenir. The front cover is a neat design printed in dark green and gold on an olive-green stock, the title—"Cascade Park"—being in gold letters embossed.

THE Galesburg (Ill.) Printing Company has just completed a catalogue of thirty-two pages and cover, 7 by 11 inches oblong, for the Frost Manufacturing Company of that city. The composition is good, and the presswork deserves special commendation. The color is kept clear and even throughout, and the half-tone illustrations show that an artist looked after the make-ready and printing thereof. Considering that the work was done on a two-roller press the result must be very gratifying to Mr. O. W. Walkup, the foreman of the company responsible for its production.

THE possibilities of the colotype process of reproduction are exemplified in a masterful manner by the Chicago Colotype Company in a specimen book recently issued, in which all descriptions of articles are represented in colors, the negatives for the plates being made direct from the articles themselves, whether a lady's skirt, gloves or fan, carpets, rugs, vases, water or oil paintings—all being exact reproductions in every particular. No lithograph with innumerable workings could more faithfully represent the subject than the process worked out by this company does.

THE Echo Publishing Company, art printers, Melbourne, Australia, has issued what may well be termed a souvenir. It is a collection of twenty leaves, of heavy enameled stock, with a half-tone view of some portion of their establishment printed on the right-hand page and descriptive matter on the left. The leaves are inclosed in a handsomely embossed cover, punched and tied with blue ribbon. Engraving, composition and presswork are all of very good quality, the title-page being set in one series of type and excellently displayed. It is the kind of business circular that will be preserved from the waste basket and given a place of honor on the desk of its recipient.

L. BARTA & CO., 44 High street, Boston, Massachusetts, have printed for Swift & Co., Chicago, a book of about eighty pages, 9 $\frac{1}{2}$ by 12 inches, on very heavy enameled paper, with cover, tied with a strip of soft green kid, entitled "Swift's Publicity." It is a collection of advertisements that have been published in various newspapers in the United States, showing rare examples of typographic display. The beauty of the ads. is their

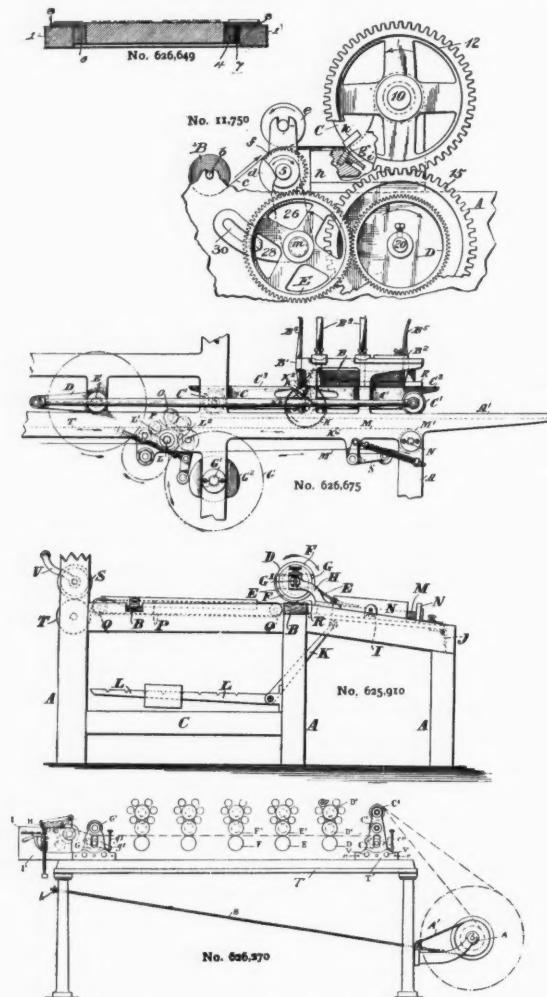
simplicity, being just plain type, inclosed in a border, in one color, but their effectiveness can not be gainsaid. The designer of the ads, is an artist, and the compositor is no less an artist in the manipulation of inanimate type to produce such lively results. Messrs. Swift & Co. have no reason to complain that Messrs. Barta & Company have not given them full returns for their confidence in intrusting their advertising to such capable hands.

PATENTS OF INTEREST TO PRINTERS.

BY CHARLES H. COCHRANE.

(For other patents see the various departments.)

At last we have a drawing and particulars of the Vickery feeder, the English machine about which there has been so much talk. Frederick W. Vickery, of London, is the patentee, and the American patent is No. 625,910. The drawing

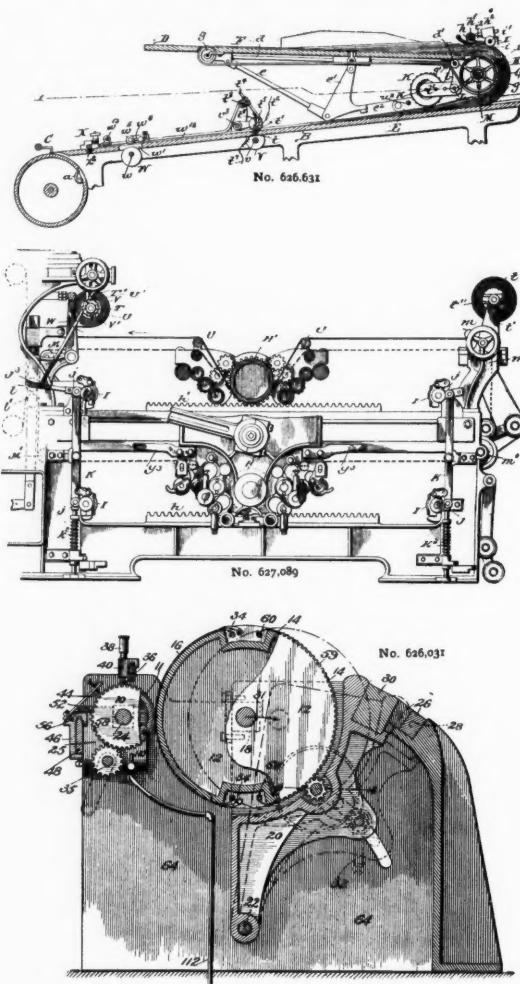


shows a very simple mechanism. The feed table I is made so adjustable that the top sheet of the pile is always at one level, and flexible rubber sheets E are brought down by a flop action against the top sheet M, dragging it along on traveling tapes P to the guides to which it is fed. The rubber flaps are given a rough surface by forming thereon a sort of check pattern of corrugations. When the second sheet tends to follow the first too rapidly, it is checked by a bar coated with coarse emery cloth, and held back until the first sheet is out of the way.

In patents Nos. 626,675 and 626,676 L. C. Crowell, of the Hoe Company, describes a feeding machine designed to carry papers, pamphlets, magazines, etc., to a wrapping

machine to be wrapped for mailing. He piles the papers or other articles to be fed into the box B, and feeds by removing them one at a time from the bottom of the box, thus rendering it easy to keep up the supply of papers by putting them in at the top of the box without stopping the machine. The papers are supported alternately on two sets of slats, and the lower paper is pulled down at one edge by pins on the roller K, and worked out by the reciprocation of the carriage C, and drawn between the slats.

The Standard Machinery Company's paper-feeder, as patented by W. A. Philpott, Jr., and Thomas A. Briggs, is No. 626,631. They use the rotary comb-wheel as heretofore, and have improved means of adjusting the machine to different sizes of sheets, and also make the side register reversi-



ble so that sheets may be fed to either side. F marks the feed-belts, G the feed-wheels, and H the curved guides.

The drawing of patent No. 627,089 represents a Cox Duplex press with shifting tympan, as designed by H. F. Bechman. The tympan is shifted from roll t on the right to roll T on the left in the direction of the arrow, being also the direction of movement of the web printing web. The shifting is accomplished at the ends of the strokes of the cylinders.

Louis Chambon, of Paris, France, patents the multi-color printing machine, No. 626,270. He draws the paper from the roll A by the grip of the cylinders C¹ and C², and prints a color at every pair of cylinders, stopping the sheet and

cutting it off at the left. It looks very simple on paper, but American press builders will ask M. Chambon how he can print sheets of more than one size, how he can prevent the carrying of color from one printing cylinder to another, and half a dozen more practical questions of that sort, which are not answered by the description in the patent, and which must be solved before the machine will work.

Francis Meisel has obtained a reissue of his patent on an arrangement for cutting sheets from a web of paper into different lengths. He places a knife *k* on a cylinder, and brings it in contact with a stationary knife *g*. The paper passed between in the direction of the arrow is cut at every rotation of the cylinder. To cut off the sheets longer or shorter the speed of rotation of the cylinder is altered by means of change wheels, as *D*. See No. 11,750.

A very curious patent is No. 626,031, by J. W. Osborne, of Washington, D. C. It covers a dummy press for making ready zinc plates for rotary color printing. In order not to delay the press proper he uses a duplicate cylinder on which he bends the zinc plate, then caliper the plate to find the low spots, and underlaying them until they are approximately right, when the plate is again rolled on the cylinder, in the same manner in which it was bent, after which an impression is taken against a dummy hard-packed cylinder for further examination and underlaying. When the plates are brought up properly from underneath, overlays may be cut on this dummy press, after which the underlaid plates and overlays may be shifted to the printing press proper, which may then be started up in a very short time. In the drawing the large cylinder gives the impression and the small one carries the plate.

The man who can print on the chases has been discovered. He is Charles M. Bowman, of Lebanon, Pennsylvania, and he proposes, in patent No. 626,649, to use a hanging-over plate having a flange *7* that locks up in the form, while the top *8* rests on the chase *1* and prints on the margin of the newspaper, etc., some legend, as "Drink Bear's Beer." The idea is a good one, commercially, but we hope it may never come into use to mar the good appearance of our favorite publications.

THE PHONOGRAPH AS A REPORTER.

The men of science have been teaching us to believe that the day is not far distant when the reporter, in his professional capacity, will be killed by the phonograph. In the interest of pure science an Indian paper turned on a phonograph to "take down" a speech at a meeting, and this was the result: "Mr. Chairman—hem—ladies and gentlemen,—We are met—hem—on this—hem—auspicious—'speak up'—old yer 'ead up—on this auspicious occasion—'out with it'—to—er—to—'let 'em 'ave it'—go it, old brass lung'—to—er—really, in face of such interruption, I can not go on—'go on'—don't apologise'—on this auspicious occasion, to—er," and so on.—*British and Colonial Printer and Stationer.*

PUBLIC PRINTER PALMER has decided to increase the pay of the printers and bookbinders in the Government Printing Office in Washington from \$3.20 per day to \$4. Congress left it in his discretion, and there was considerable uneasiness among the printers and bookbinders, as it was doubtful whether the Public Printer would assume such a responsibility. The law as passed by Congress was an amendment to the sundry civil bill, which became a law in the last hours of Congress, and as no appropriation was made to meet the increase, the Public Printer hesitated to issue the order until he was assured there would be no objection to his receiving a deficiency appropriation at the opening of the next Congress.

5-7

BUSINESS NOTICES.

This department is designed exclusively for business announcements of advertisers and for descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Statements published herein do not necessarily voice the opinion of this journal.

"BETTER WETTER" and "Wetter" numbering machines, listed at \$28, are being sold at \$17.50 and \$15, respectively, by the Bates Machine Company, 346 Broadway, New York.

We have for sale a number of Bates new model "M" typographic numbering machines. As we have taken them in trade, we would be willing to sell them for \$10 each. The manufacturer is asking \$28 for the identical machine. If you can use six of them, send us a check for \$40 and they are yours. Joseph Wetter & Co., 515 Kent avenue, Brooklyn, New York.

BLACK INK REDUCER AND GLOSSER.

Glidden & White Company, printing-ink makers, Cleveland, Ohio, have put on the market for printers a black ink reducer and glosser which reduces and takes the "tackiness" out of any black ink without destroying the life of the ink, and at the same time producing a beautiful gloss or luster in any black ink.

NOTICE.

The following letter has been received from the manufacturers of the linotype machine:

NEW YORK, June 21, 1899.

The Inland Printer, Chicago, Ill.:

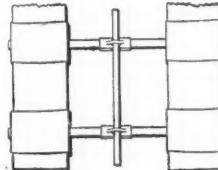
GENTLEMEN,—I will be glad to have you note in your columns, in such form as you think proper, and on my authority, that the persistent statements in the public press that Mr. William C. Whitney has resigned from the Board of Directors of the Linotype Company because he has become interested in the Lanston Monotype machine, is untrue, Mr. Whitney having no interest in that machine or any other outside of the Linotype.

Yours truly,

MERGENTHALER LINOTYPE COMPANY.
P. T. DODGE, President.

THE CHALLENGE GRIPPERS.

The accompanying illustration shows the method of attaching the Challenge grippers for platen presses that are manufactured by Andrew W. Knox, 377 West Broadway, New York City. These grippers are said to be especially valuable when perforated jobs are being run. They save stock, time and trouble, and make moving of grippers unnecessary. Beds and pins can be adjusted in less than one minute. In ordering the grippers, it is necessary to give name and size of the press, and distance between bearers. Printers seem to be much pleased with the new device. Circular fully describing them will be gladly furnished by the manufacturers.



STERLING OVERLAY BEVELER.

On another page of this issue will be found an advertisement of the Sterling overlay beveler, manufactured by L. C. Moore Manufacturing Company, Syracuse, New York. Mr. Moore has sent THE INLAND PRINTER one of the machines, which has been passed to The Henry O. Shepard Company, printers of the magazine, but they have not yet had time to test it thoroughly. Mr. Moore informs us that he expects a patent on the machine shortly, and has decided to put it on the market at once. He has already sold quite a number of

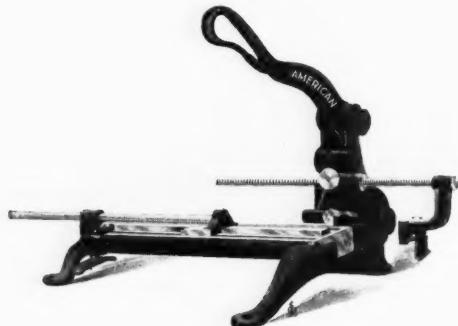
machines in the East. It is certainly a great time-saver and gives results not to be obtained by the use of knives, and is worth investigating by printers who have very much overlaying to do.

YOUR VACATION

should be spent away from the turmoil and strife of the dirty city. A week or two at one of the beautiful country lakes, easily reached via Wisconsin Central Lines, will do you a world of good. Send for "Rambles in Summerland," which tells you how to gain rest and comfort. James C. Pond, General Passenger Agent, Milwaukee, Wisconsin.

A NEW LEAD AND RULE CUTTER.

The accompanying half-tone illustration shows a new lead and rule cutter invented by H. B. Rouse, of Chicago, called "The American," which has a number of features that will be readily appreciated by printers as being of considerable advantage. One of these points is the ease of adjustment of the bed gauge, which can be set instantly by pressing the spring at the left end of the cutter (see A, Fig. 1), and pushing the rod to the measure desired. When the spring is



released the gauge is locked automatically. The upper gauge is also moved with equal ease, and can be set at the required length in a moment's time to any measure of the standard point system. Fig. 2 shows a feature not to be found in other cutters. By setting the rod A B to the

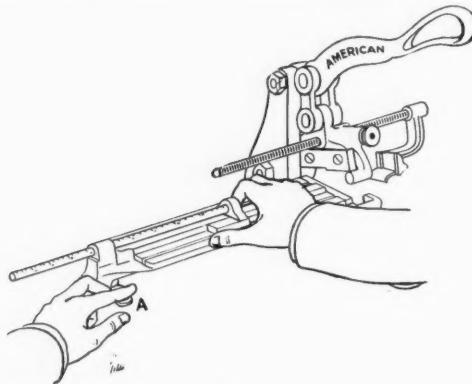


FIG. 1.

required length the leads are fed from the left, so that the action is not interrupted in cutting a long lead into the required number of smaller leads, giving practically a continuous feed and saving much time. In addition to the ease with which the gauges are set, they are guaranteed to be accurate and to remain so for an indefinite length of time. They can be set to half as well as whole picas. The cutting arrangement is operated by a double compound lever, and

provided with a shear cut for brass, and a straight cut for leads. The machine rests upon three feet, which insures an even and steady support. Arrangements have been made to place the cutter on sale at all the branches of the American

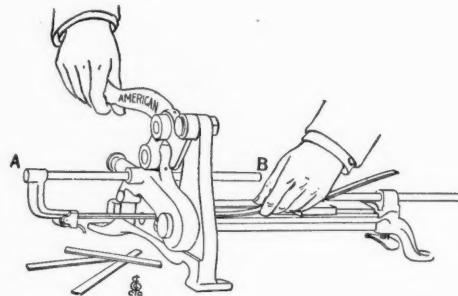


FIG. 2.

Type Founders Company. The machine is well built and we understand is to be sold at a very reasonable price. It is protected by patents in America and foreign countries. As old cutters wear out new ones must be purchased, and with this one in the field printers will have the opportunity of buying a cutter with the latest ideas incorporated in its manufacture.

WANT ADVERTISEMENTS.

We will receive want advertisements for THE INLAND PRINTER at a price of 25 cents per line for the "Situations Wanted" department, or 40 cents per line under any of the other headings. Ten words counted to the line. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number.** Answers can be sent in our care, if desired. All letters received will be promptly forwarded to parties for whom intended without extra charge. No advertisement of less than two lines accepted.

Copy for this column must be in our hands not later than the 20th of the month preceding publication.

BOOKS.

A BEAUTIFUL, cheap, readily mailed and easily marketed town advertiser is a Souvenir Mailing Card. My booklet on this subject will help you in issuing a set. About it the *British Printer* said: ". . . and forms a handy working handbook for the printer and publisher; . . . firms lacking experience in this department will find here a cheap investment." With six photogravured specimen cards, 25 cents. OTTO KNEY, Madison, Wis.

A GOOD THING — Stylebook of the Chicago Society of Proofreaders. 20 cents. BEN FRANKLIN CO., 232 Irving avenue, Chicago.

A NOTHER GOOD THING — Kitchen French. 25 cents. BEN FRANKLIN CO., 232 Irving avenue, Chicago.

A TYPOGRAPHICAL GEM. Published at a cost of \$1,200; compiled by one of Chicago's leading job artists. Price 75 cents. L. A. MACDONALD, Box 988, Portland, Ore.

C CONTESTS in Typographical Arrangement, Volume I, containing 230 advertisements submitted in a contest conducted by THE INLAND PRINTER, the result of which was announced in May, 1899. Contains in addition to the designs the decisions of the judges, and is a valuable collection for comparison and study. 40 cents. THE INLAND PRINTER COMPANY.

D DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography. Containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knauft, editor of the *Art Student*, and Director of the Chautauqua Society of Fine Arts. 240 pages; cloth, \$2, postpaid. THE INLAND PRINTER COMPANY.

E ELECTROTYPEING, a practical treatise on the art of electrotyping by the latest known methods, containing historical review of the subject, full description of the tools and machinery required, and complete instructions for operating an electrotyping plant, by C. S. Partridge, superintendent of electrotyping and stereotyping for A. N. Kellogg Newspaper Company, Chicago, and editor Electrotyping and Stereotyping Department of THE INLAND PRINTER. 150 pages; cloth, \$1.50, postpaid. THE INLAND PRINTER COMPANY.

E NGRAVING HOUSES, ATTENTION! — Our Patent Register Guides for your proof presses are guaranteed to produce perfectly registered proofs in any number of colors, with a great saving of time and paper. They can be attached to wood or metal blocks. No more uncertainty about getting a quick and perfect register. Our register sheets for finding a register can be used on either Gordon or proof presses. Send for our book on "How to Proof, Underlay and Register Color Plates, etc." Price, 50 cents. THE CHICAGO REGISTER GUIDE CO., 195 Throop street, Chicago. We will send you a complete outfit, consisting of one set Register Guides, one Register Sheet, one Book of Instructions and one Overlay Knife, for \$4, C. O. D.

BOOKS.

JOB COMPOSITION; Examples, Contrast Specimens and Criticisms Thereon, together with a brief treatise, by Ed S. Ralph. This is a book that hundreds of printers have been looking for in vain up to the present time. Specimens of letter-heads, bill-heads, cards, envelope corners, invitations, blanks, etc., are shown, and the same reset in improved form, with the weak parts pointed out. The book also contains a brief treatise on the principles of display composition. Forty pages and cover, 7½ by 9 inches, neatly printed and bound. 50 cents. A book that no progressive compositor can afford to be without. THE INLAND PRINTER COMPANY, Chicago; 150 Nassau street, New York.

POINTS FOR PRINTERS.—"Right in line with its title." Over 6,000 in circulation. Contains "hundreds of things which the job printer should know, but cannot 'carry in his head,'" "Valuable pocket companion." Mailed on receipt of 50 cents. W. L. BLOCHER, 36 Tecumseh street, Dayton, Ohio.

PROOF-READING, a series of essays for readers and their employers, and for authors and editors, by F. Horace Teall, critical proof-reader and editor on the Century and Standard dictionaries, and editor Proof-room Notes and Queries Department of THE INLAND PRINTER. 100 pages; cloth, \$1, postpaid. THE INLAND PRINTER COMPANY.

THE INLAND PRINTER CUT AND ORNAMENT BOOK, new enlarged edition, 192 pages, over 1,600 cuts for advertisements, blotters, head and tail pieces, initials and ornaments, some of which you may need on your next job. Price, 25 cents, postpaid, which we will refund on first order for cuts amounting to \$1.

THE THEORY OF OVERLAYS, by Charles H. Cochrane; a practical treatise upon the correct method of making ready half-tone cuts and forms of any kind for cylinder presses. Reprinted from THE INLAND PRINTER, in pamphlet form, convenient for reference; illustrated; price, 10 cents, postpaid. Worth many times this amount to any printer or pressman. THE INLAND PRINTER COMPANY, 212 Monroe street, Chicago; 150 Nassau street, New York.

FOR SALE.

ENGRAVERS' PRINTING FRAMES—One 9 by 11 and three 12 by 15 printing frames; St. Louis Type Foundry make. HEYBACH-BUSH COMPANY, Louisville, Ky.

FOR SALE—A first-class printing plant, consisting of one cylinder and four power job presses; an unusually large, late and well-selected line of job type and furniture, at very low price; an exceptional opportunity for a good printer; good reason for selling. MENGE & MENGE, Reading, Pa.

FOR SALE—A Chambers Brothers' large-size varnishing machine at a bargain. G 822, INLAND PRINTER.

FOR SALE—Harris Automatic Press, complete, with rollers, runs envelopes and card stock; envelopes printed 14,000 per hour; price very low if taken at once. Further information of ARMSTRONG-MOORE COMPANY, 36 Columbus ave., Boston, Mass.

FOR SALE—No. 1 Munson Typewriter, with two type wheels, in first-class condition. E 752, INLAND PRINTER.

FOR SALE—One 10 by 12 Levy screen, 133-line; also one Royle shoot board and plane, new. G 836, INLAND PRINTER.

FOR SALE OR EXCHANGE—8 by 12 brass arm Gordon and 10 by 15 Peerless press, both in perfect order; throw-off, steam fixtures, etc.; will sell cheap. We need a large-size C. & P. Gordon and will buy it if we can't trade; let us hear from you. G 849, INLAND PRINTER.

FOR SALE—Very cheap, Cincinnati Stop and Taylor Cylinder Press, 38 by 52. CURT TEICH & CO., 85 Fifth ave., Chicago.

FOR SALE—40 by 60 Cottrell two revolution and 8 by 12 Peerless printing presses; also Donnell stitcher, Stonemetz folder, etc. SPRAGUE, 630 Filbert st., Philadelphia, Pa.

BUSINESS OPPORTUNITIES.

EMERSON P. HARRIS, 150 Nassau street, New York, sells publishing businesses exclusively. News, trade, miscellaneous journals. Reliable, responsible, discreet.

FOR SALE—German semi-weekly paper in city of 80,000. Only German paper within 100 miles; complete job office; two cylinders, two job presses, electric motor, cutter, folder, etc.; will sell at a bargain, whole or half interest. G 830, INLAND PRINTER.

FOR SALE—Job office; good equipment; latest type; well located; city 11,000; send for invoice; \$900; easy terms. G 848, INLAND PRINTER.

FOR SALE—Splendidly equipped bindery and job printing plant, with established trade; doing prosperous and rapidly increasing business; situated in active Iowa manufacturing city; will be disposed of on favorable terms; excellent opportunity for business or practical man. G 837, INLAND PRINTER.

FOR SALE VERY CHEAP—A well-equipped job printing office in a live manufacturing city of 30,000; other business interests the reason for selling; a splendid opportunity; it will pay you to investigate if you mean business. G 840, INLAND PRINTER.

FOR SALE—Well established country weekly and job office; only paper in town of 1,400; right in coal fields; best farming lands; town will double in a year; chance of a lifetime; best reason for selling. C. F. GANSCHOW, cor. Court & Hamilton sts., Saginaw, W. S., Mich.

JOB PRINTING OFFICE and rubber stamp shop for sale; \$2,000; in large, prosperous Western city, doing good business; high prices for work; must sell quickly on account poor health; fine location; cheap rent. G 803, INLAND PRINTER.

PARTNER WANTED with \$2,000 to \$5,000 in up-to-date printing house; great opportunity for a good man. G 834, INLAND PRINTER.

HELP WANTED.

ELECTROTYPING FOREMAN-FINISHER—Capable of handling high-grade work, with thorough practical experience and fully up in all details of the business; one having sufficient managerial ability to conduct a medium-size room in a systematic manner; good opening for a proficient man; state fully as to past experience, wages expected, etc. G 815, INLAND PRINTER.

FORWARDER—Blank book, for the better class of work; location, Texas. G 825, INLAND PRINTER.

JOB PRINTER—Better class of commercial work; location, Texas. G 826, INLAND PRINTER.

PHOTO-ENGRAVER—We desire services of a first-class photo-engraver, thoroughly experienced in all branches of the trade and accustomed to high-class half-tone work—preferably a man posted in three-color engraving. To a conscientious and reliable man, thoroughly expert at the business, we offer the management of our newly established engraving department and will form a business connection with the right party. We have an excellent opportunity for a man possessed of the above qualifications. Address, with full particulars, G 802, INLAND PRINTER.

WANTED—Good platen pressman, steady position. G 814, INLAND PRINTER.

WANTED—Linotype operator; steady employment. W. C. WILSON, 216-220 East Ninth street, Cincinnati, Ohio.

WANTED—Man to take charge of a bindery, employing two finishers, five forwarders and four rulers, on the better class of bank, county and commercial work. G 856, INLAND PRINTER.

WANTED—Man to take charge of order department of a printing, lithographing, blank book and stationery establishment, doing the better class of commercial work; must be capable of estimating and handling a business of \$250,000 yearly. G 855, INLAND PRINTER.

WANTED—Ruler to take charge of four Hickok ruling machines, all new; blank book and job ruling. G 857, INLAND PRINTER.

SITUATIONS WANTED.

ALL-ROUND BOOKBINDER would like to correspond with persons wanting a steady and sober man; have had charge; state terms. G 804, INLAND PRINTER.

ALL-ROUND printer and pressman, competent to take charge, desires steady situation; married; references if desired. G 850, INLAND PRINTER.

ARTIST—Pen-and-ink wants position; will work for moderate salary; newspaper work preferred. G 831, INLAND PRINTER.

ARTIST wants position with some newspaper or engraving house; can handle anything in newspaper line in up-to-date style. G 832, INLAND PRINTER.

CYLINDER and Harris Automatic pressman wants situation; best references; salary \$15. G 851, INLAND PRINTER.

FIRST-CLASS MAN desires position at stereotyping or as stereotyper and perfecting pressman on small daily; sober, industrious, unmarried; reference. G 841, INLAND PRINTER.

FIRST-CLASS PRINTER, twelve years on high-grade work, desires change; East preferred; strictly sober. G 829, INLAND PRINTER.

JOB FOREMAN and manager desires change; good estimator and stock buyer; progressive; handles crew. Understands Thorne machine. G 846, INLAND PRINTER.

Simplest, Quickest and Cheapest Process of Engraving. Practically Infallible. Outfits, \$15 up. Catalogue of stereotyping machinery, proofs, etc., free.

HOKE ENGRAVING PLATE CO.
ST. LOUIS.

CHALK PLATES

SITUATIONS WANTED.

OPERATOR wishes to make change on account of change in management; now in full charge of plant doing half-tone photogravuring; thoroughly familiar with every branch of half-tone and line work; capable and steady in charge of plant or gallery; references. G. T., INLAND PRINTER, New York.

PRACTICAL MACHINIST—Seven years experience at linotype work; book and newspaper; strictly sober; have fine kit tools and can save employer money; best of references; desire permanent situation. G 845, INLAND PRINTER.

PRACTICAL PRINTER desires position as superintendent or business manager; long experience in fine engraved color, catalogue and embossed work; estimates made on basis of real profits; accustomed to good salary; highest references; correspondence solicited. G 823, INLAND PRINTER.

PRESSMAN, thoroughly competent cylinder and platen, wishes permanent position; can refer to all past employers. G 824, INLAND PRINTER.

PROOFREADER wants permanent situation; book, news and job; location unimportant. G 842, INLAND PRINTER.

THOROUGHLY PRACTICAL MAN, rapid, accurate estimator, close buyer, competent to take full charge, all departments, publishing, printing and binding, wishes to correspond with first-class house desiring services of capable superintendent or manager; good salary expected. G 828, INLAND PRINTER.

UNION Mergenthaler operator and machinist wants position; understands linotype thoroughly; in charge of plant for eighteen months; object, change of climate. G. W. M., 321 S. Perron st., Raleigh, N. C.

WANTED—All-round printer desires situation after August 10. Sober, and good workman. Address, stating wages, Box 70, Menasha, Wis.

WANTED—A position, by a first-class half-tone operator; have had long experience, and can give good reference; could take general care of a photo-engraving shop. G 821, INLAND PRINTER.

WANTED—By first-class newspaper man and practical printer of long experience, position as manager or superintendent of first-class weekly and job plant; would lease such a plant, if desirable, for term of years. G 839, INLAND PRINTER.

WANTED TO PURCHASE.

WANTED—Two secondhand linotype machines, Brooklyn make; must be in good condition; state price. CHAS. LEWIS, 1583 Park ave., New York City.

MISCELLANEOUS.

AGENTS WANTED in every town and city to sell our live alligators for advertising purposes. Great scheme; sell on sight to merchants; make \$6 daily easy; sample and terms for \$1; write at once. Novelty Department, Myers' Printing House, 617-619 Camp street, New Orleans, La.

ARE YOU interested in stock cuts for newspaper use—any business? Get our catalogues. BARNES-CROSBY CO., 108 La Salle street, Chicago, Ill.

CAPITOL EMBOSSED COMPOSITION.—Better, cheaper and easier to make ready than any other on the market. Send 10 cents for sample sheet. CAPITOL PRINTING CO., Montgomery, Ala.

CHALK PLATES RECOATED, only $\frac{1}{3}$ cent an inch. No infringement of patent. Write for our latest circular, giving discounts, etc. BYRON POPE & CO., Cleveland, Ohio.

ECLIPSE PADDING COMPOUND eclipses everything but our celebrated "Johnson Process." Price 15 cents pound, cash. Write. BURRAGE MANUFACTURING CO., New York.

PHOTO-ENGRAVERS' contact frames. Simple, durable, exact; all sizes; perfect workmanship guaranteed. Reasonable prices. JOSEPH HOFFMAN'S SON, 297 Avenue C, New York City.

STEREOTYPE OUTFITS for both Papier-maché and Simplicity methods. The latter produces plates as sharp and smooth as electros, requires no pasting of tissue, and no beating with the brush; casting box, 6 $\frac{1}{2}$ by 12 inches; outfit for both methods, \$15; 10 by 18 outfit, \$32.50; 13 by 22, \$46. Also, White-on-Black and Granotype Engraving Processes; plates cast like stereotypes from drawings made on cardboard. The easiest of all engraving processes; \$5 for both, including material. Revised edition of book explaining above, postpaid for \$1. Circulars and samples for stamps. HENRY KAHRS, 240 East Thirty-third street, New York.

A PROFITABLE BUSINESS! 300 to 500 per cent profit in Stamps. Particularly adapted to operation in conjunction with printing or stationery. Very small capital required. Write for price list of outfits and full information. PEARRE E. CROWL & CO., Baltimore, Md.

NEWSPAPER HALF-TONES—You can make them yourself by the Erwin process. No artist labor required, as the process is purely mechanical. Complete outfits are furnished with instructions; these are so fully explained that any one can make good work with them. This process is so cheap that the price of instructions and outfit is soon saved by doing your own work. This process is genuine copper half-tones. Write for samples and circulars. J. BRUCE ERWIN, Newcomerstown, Ohio.

PRINTERS CAN SECURE NUMEROUS ORDERS which would otherwise be lost by handling our embossed aluminum card cases. These must not be confounded with the cheap double-hinged affairs with which the market has been flooded, but are made with a single hinge and a spring (patent applied for) so that any printed or engraved card can be held firmly and at the same time be easily removed. They measure 4 $\frac{1}{4}$ by 2 $\frac{1}{4}$ inches and with their finely embossed corners present such a handsome appearance that the most stylish lady need not be ashamed to show the case anywhere. Exclusive territory will be given to firms wishing to make a special feature of the business. Send 15 cents and receive a sample with your name engraved upon it, and also full particulars of other specialties for printers.

MASSACHUSETTS PUBLISHING CO., EVERETT, MASS.

ANYBODY CAN MAKE CUTS with our simple transferring and etching process. Nice cuts, from prints, drawings or photos, are easily and quickly made by the unskillful, on common sheet zinc. Cost very trifling. Price of process, \$1. Nothing held back to pull more money from you. All material costs, at any drug store, about 75 cents. It is no fake. We have a barrel of unsolicited testimonial letters; intelligent boys make good cuts right in the beginning. Circulars for stamp. Simple and costless embossing process included free. THOS. M. DAY & SON, Hagerstown, Ind.

NO PERFORATING necessary by using the **Perfection Leather Card Case** with Patented Spring. Complete set of samples, \$1.50, prepaid. Single sample, 25 cents. ROSENTHAL BROS., Sole Makers, 140 Monroe Street, Chicago, Ill.

NOT IN THE TRUST!

THE CHEAPEST PLACE . . .
TO BUY ENVELOPES IS
AT A. A. KANTOR'S, 194 WILLIAM ST. N. Y.

Reduced price list for the asking.



OLDS ENGINES

in small sizes need no gasoline connections—they are all made; no separate reservoir—a temporary supply is in air-tight case.

Olds Engines are the Simplest and Surest.
OLDS GASOLINE ENGINE WORKS,
Box 421. LANSING, MICH., U. S. A.

HARDINGE STANDARD POINTS

TYPE HIGH

LET US GIVE YOU A POINT We herewith show a method of pointing for folding machines which has been used for some years in a large publishing house, and is the most practical method we have seen. Just drive these points into the furniture where you want them with the above punch, which does not damage the round end of point. Price: Punch, 25c.; Points, \$3.50 per gross. Try them.

HARDINGE BROS., 1036 LINCOLN AVENUE, CHICAGO, ILL.

The Van Bibber Roller Co.

CINCINNATI, OHIO.

Summer Rollers

WE MAKE
THE BEST
THAT CAN
BE MADE

We use the latest and best compressed-air system in casting, and make solid, perfect rollers by the best formulas.

Established 30 years. Cincinnati is sufficient address in writing or shipping.

SIMPLE—AUTOMATIC—GUARANTEED.

Using Emery Wheels arranged for Wet or Dry Grinding.

NOTE—Sizes given are for length of knife (not width of cutter).
Style E—To stand on bench. Dry grinding only. 26-in. \$50, 32-in. \$55

38-in. \$60, 44-in. \$65.

Style A—With iron stand. Wet or dry grinding. 26-in. \$75, 32-in. \$85, 38-in. \$90, 44-in. \$100, 54-in. \$115, 60-in. \$125. With water attachment, \$10 extra.

Style C—Extra heavy. Wet and dry grinding. 76-in. \$205, 84-in. \$215, 90-in. \$225.

Knife Grinders

Machines sent on thirty days' trial to responsible parties.
If interested, write us. Complete Bindery Outfits.

THE BLACKHALL MFG. CO., 12 Lock Street, Buffalo, N. Y.

PEGAMOID ←
TRADE-MARK

Any Grain.
Any Color.

IMITATION LEATHERS

PEGAMOID LEATHERS, being free from oil, and rubber as well, may be glued to "stay put," and may be as well stamped as real leather. The stamp will neither flake nor lose its luster. Price and samples on application.

ARTHUR W. POPE & CO., Manufacturers and Sole Agents,
45 High Street, BOSTON.



ST. LOUIS PHOTO-ENGRAVING CO. COR. 4TH & PINE STS. ST. LOUIS, MO.

A Monopoly for Rent.

I have secured the sole selling rights for the United States, Great Britain and Colonies, for the Neidich Process of Duplicating Typewriting.

The process is covered by Letters Patent; is the cheapest to work—costing no more than ordinary printing; and the rights for cities and counties are let on a

Royalty Basis

to the most progressive printer in each place. Applications for territory should come at once, New York, Cincinnati, Washington, Baltimore, Philadelphia, Chicago, are contracted for.

E. ST. ELMO LEWIS, Sole Selling Agent,
1524 Chestnut Street, PHILADELPHIA, PA.

McGinty's Adjustable Feed Gauge



Greatest time-saver and most-needed appliance ever attached to a press. A set will outlast a new press. Send for circular. Manufactured and for sale only by

THE McGINTY FEED GAUGE CO., DOYLESTOWN, PA.

What Printers Say:

The printers owe you a vote of thanks for putting on the market such a simple, practical and useful gauge. Yours, etc.,

W. S. & L. H. BOWEN,
Publishers,
Brookhaven, Miss.

We like your patent gauge so well that we send you check for two more, specifications for which are inclosed. We think you have by far the best gauge-pin ever made.

EXCELSIOR PTG. CO.
369-371 Dearborn St.,
Chicago, Ill.

We can furnish
EVIDENCE
that the

UTILITY INK FOUNTAIN

is all we claim for it.



Price of
Fountain,
\$3.00

Can be fitted
to almost any
Job Press.....

Evidence and Descriptive Circular will be sent on application.
PAVYER PRINTING MACHINE WORKS, St. Louis,
SOLE MANUFACTURERS.

For Sale by all DEALERS and TYPE FOUNDRIES.

Used and recommended by
the leading Electrotypers
of the world.

Different kinds prepared for
different work.
For moulding and polishing.

**JOSEPH DIXON
CRUCIBLE CO.,
JERSEY CITY, N. J.**



Electrotyping

A PRACTICAL TREATISE ON THE ART OF ELECTROTYPEING
BY THE LATEST KNOWN METHODS.

Containing historical review of the subject, full description of the tools and machinery required, and complete instructions for operating an electrotyping plant.

By C. S. PARTRIDGE,

Superintendent of Electrotyping and Stereotyping for A. N. Kellogg Newspaper Co., Chicago, and Editor Electrotyping and Stereotyping Department of THE INLAND PRINTER.

150 PAGES, CLOTH, \$1.50 POSTPAID.

THE INLAND PRINTER CO., PUBLISHERS,
150 NASSAU ST., NEW YORK. 212-214 MONROE ST., CHICAGO.

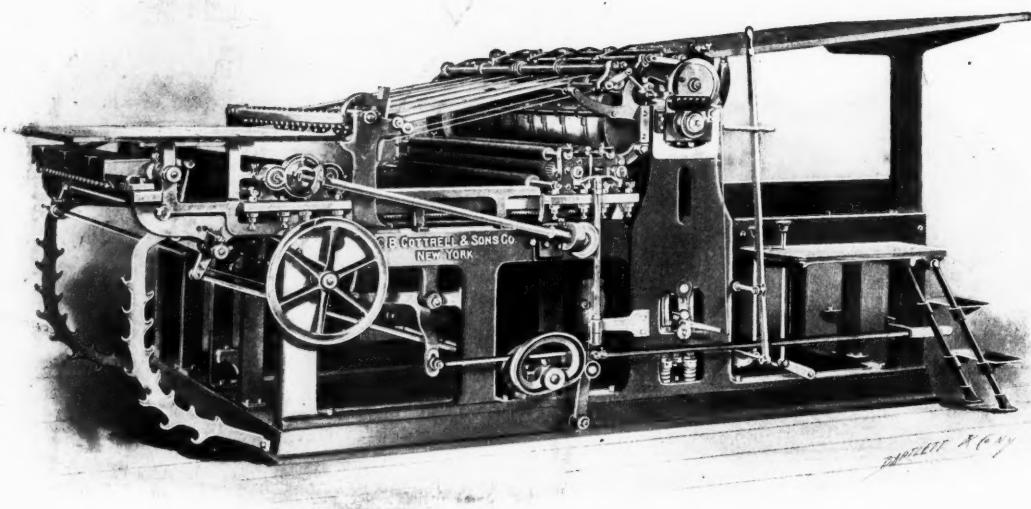
"Can't be Beat"

Write for Agency immediately.
Will mail Revised Price List of other Novelties
upon application. Don't miss this chance.

ANOTHER CUT IN PRICES OF OUR ALUMINUM
AND LEATHER CASES AND CARDS.

100 Printed Cards and Engraved Aluminum Case, - - 20c.
100 Printed Cards and Leather Case, - - - - - 25c.

Manufacturers of Aluminum and Leather Novelties
261 DEARBORN STREET, - - CHICAGO



Springfield Rifles

were once considered perfect; today they make targets of our soldiers for the better-equipped enemy.

The man who satisfies himself with yesterday's invention is in a bad way to fight today's battles. A dozen years ago some of your presses were comparatively new. They were machines to be proud of. In the strife of competition they were good fighting weapons to win orders with. But today they make a target of you by stamping you as old fogey and behind the times.

You are seriously handicapped in your business today because you are trying to fight your old presses against your competitors' newer ones. Some of your competitors who could not get business in any other way have gotten it because they equipped themselves with high-speed machinery.

Don't risk a fight handicapped. A new series high-speed Cottrell will put you where you can meet all possible competition of the next ten years. It will bring in work enough, not only for itself, but for one or two other presses.

This is the press built from entirely new and improved designs of 1898. It is the latest achievement in press-building and a wonder.

C. B. Cottrell & Sons Co.

41 Park Row, New York.

E. C. GREENMAN, *Western Manager.*

279 Dearborn Street, Chicago, Ill.

THE INLAND PRINTER.

FREDERICK FREEMAN & CO., BOST

LARGEST SECONDHAND DEALERS IN NEW ENGLAND.

GENUINE BARGAINS

In Secondhand Printing Machinery

CYLINDER PRESSES.

Scott Web Press, with Folder and Stereo. Outfit.
Goss Cloper, seven or eight column, complete.
Cottrell Two-Revolution, size 35 x 52, four-roller, table distribution.
Cottrell Two-Revolution, size 33 x 50, four-roller, table distribution.
Hoe Drum, size 23 $\frac{1}{2}$ x 28 $\frac{1}{2}$.
Hoe Drum, tapeless delivery, size 29 x 42.
Scott Drum, tapeless delivery, size 26 x 34.
Campbell Two-Revolution, size 37 x 52.
Potter Country, size 30 x 46.
Adams, size 22 x 28.
Hoe Pony Drum, size 12 x 21.

JOB PRESSES.

Gordon, 13 x 19, with steam fixtures and treadle.
Gordon, 11 x 17, with steam fixtures and treadle.
Gordon, 7 x 11, with steam fixtures and treadle.
Pearl, 7 x 11, complete. Perfected Prouty, 7 x 11, complete.
Universal, 7 x 11, complete. Favorite, 8 x 12, complete.
Model, 7 x 11, complete. Jewell, 8 x 12, complete.
Gordon, 7 x 11, complete. Liberty, 7 x 11, complete.
Columbian, 6 x 9, complete.

PAPER CUTTERS.

36-inch Acme. 34-inch Star
36-inch Dooley. 30-inch Peerless.
Gladiator, 25-inch. Utility, 16 inch.
Rotary Card Cutter, 30-inch.

ROLLER PROOF PRESSES.

Sizes 16 x 25, 9 x 27, 5 x 27, 15 x 29.

MISCELLANEOUS.

Otto Gas Engine, 5 horse-power.
Shipman Oil Engine, 2 horse-power.
Hand Press, bed 23 x 29.
Dry Press (Bushnell), 20 x 30.
Dick Mailing Machine (4 $\frac{1}{2}$ inch).
Rotary perforator (power) with ten wheels.
Hansen Rule Bender.
Golding Tablet Press.

We have a first-class machine shop in which all our machinery is rebuilt. It is almost as good as new when you buy it.
Send for "Live Matter," the greatest bargain paper printed.

FREDERICK FREEMAN & CO.,

163-165 Pearl Street and 517-519 Atlantic Avenue,

BOSTON, MASS.

How to Invest.
1,000 to 1.

This book is devoted to a detailed description of all ordinary methods employed in the imposition of book forms. Large and small forms share equal criticism, the construction and advantages of each being carefully explained. A very helpful feature of the book is the showing of the imposed form and the folded sheet side by side.

Several chapters are allotted to the "making of margins" in the form, imposition and locking up of pages of unequal size in a form, instructions for the imposition of large envelope forms, register, gripper margin, etc., etc., also numerous hints and suggestions which combine to make the book exceedingly valuable to the workman. The book contains over one hundred illustrations.

Price, leather, \$1.00. Sent postpaid on receipt of price.

The Inland Printer Company,

150 Nassau Street,
NEW YORK.

212-214 Monroe Street,
CHICAGO.

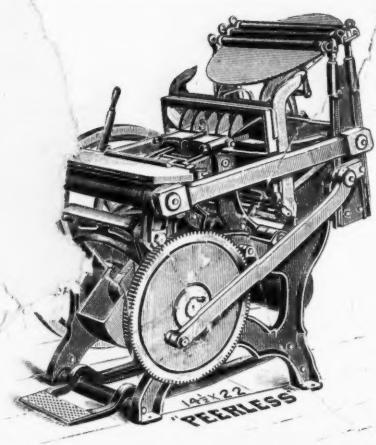
CALENDARS



A CHOICE LINE OF CALENDARS
FOR PRINTERS AT PRICES AWAY
BELOW COMPETITION :: :: ::

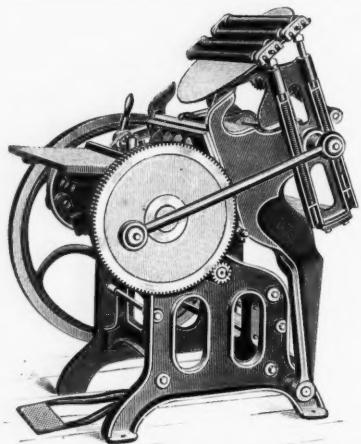
Complete line of samples will be sent to any dealer or printer, with all *express charges prepaid*, on receipt of \$1, which amount will be rebated after orders to the amount of \$10 have been received. Write at once and inclose money order for samples with which to begin work.

THE NOVELTY ADVERTISING CO.
COSHOCOTON, OHIO.



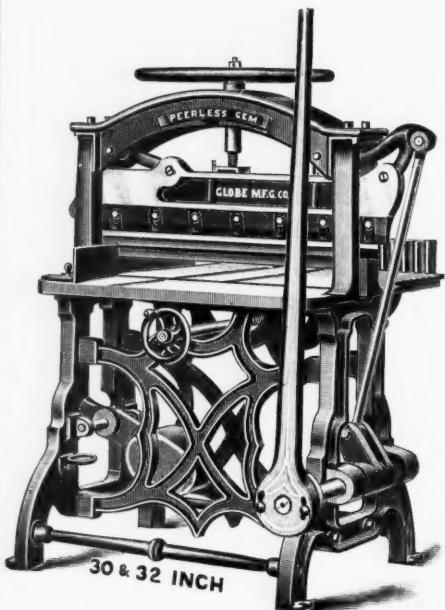
The "Peerless"

*Heavy Platen and Solidly Braced Bed.
Unequalled for Embossing and General Work.
Dwell to Platen and Impression.
Impression Absolutely Accurate.
Unexcelled Throw-off.
Depressible Grippers.*



The "Peerless Gordon"

*Heavy and Strong.
Double Braced Frames.
Double Locked Throw-off.
Positive Disk Motion.
Depressible Grippers.
Built to Wear.*



The "Peerless Gem"

*Unequalled in Strength and Precision.
Unsurpassed in Style and Finish.
Double Table Supporting Braces.
Steel Shafts and Connections.
Extra Heavy Knife Bar.
Extra Wide Knife.
Inside Counterweight.*

NEW CATALOGUE IN PREPARATION.

Peerless Printing Press Co.

JOHN W. MARDER,
VICE-PRES. AND MGR.

PALMYRA, N.Y.

THIS IS A SPECIMEN OF OUR NON-OFFSET

25-cent

Highly recommended by
hundreds of testimonials.
We give the Best always
at moderate prices*****

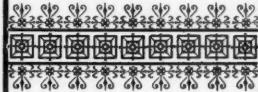
Magazine Ink



We
Manufacture

any goods
you want, and
remember—

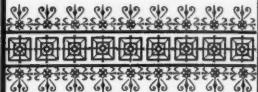
Always the
Best



Half the railroads
in the country
specify

**Okie's
Copying
Ink**

in Contracts
Why? Because it
is the Best



WE SELL
News Ink at 4C.
By the Barrel.

**Peerless
Book, 15C.**

Photo Black, IOC.

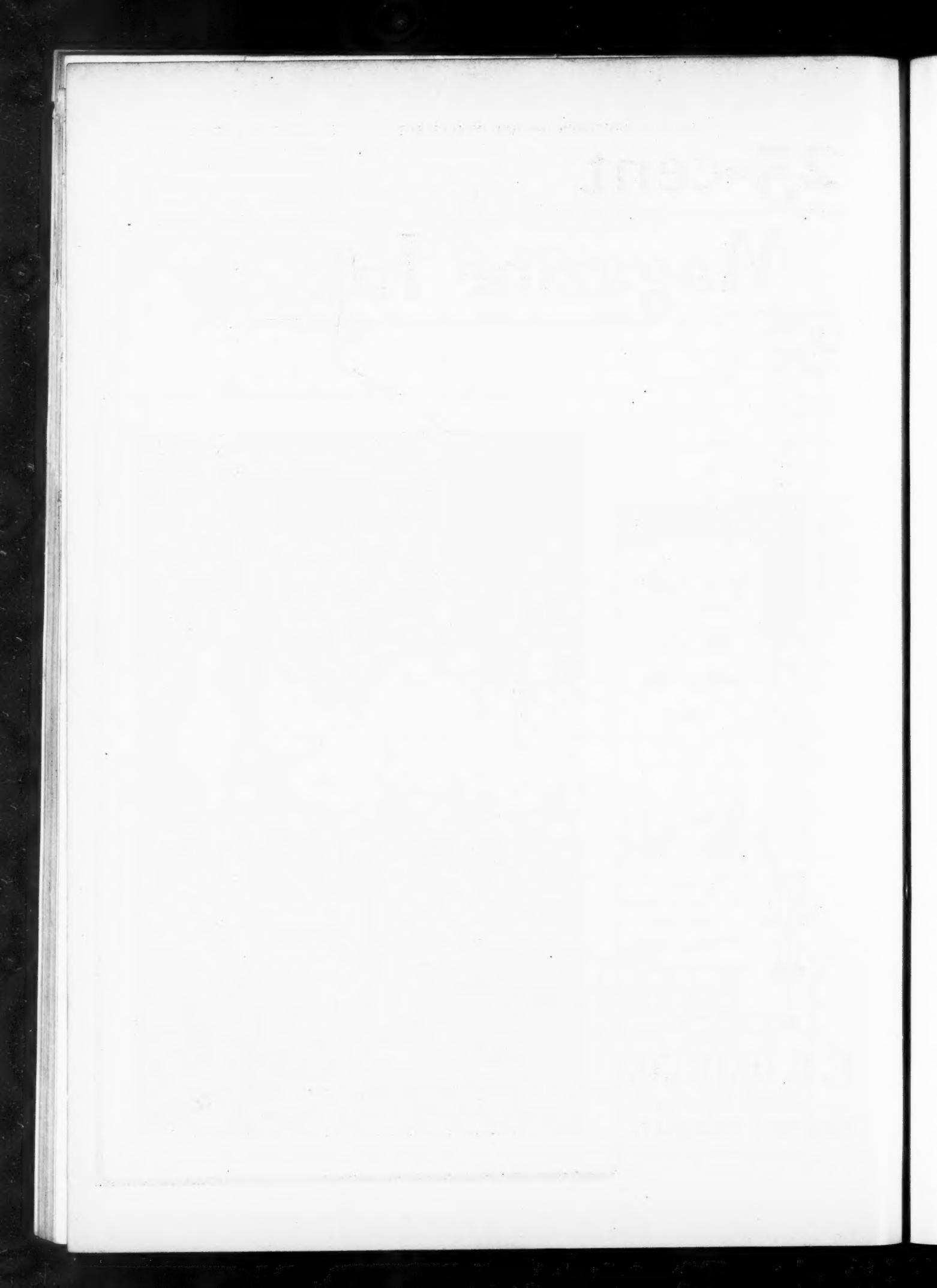
This, by the way, is
something NEW.
A dark, lustrous
brown-black, for
seed catalogues

F. E. OKIE CO.

Manufacturers of
High-Grade Printing Inks

Kenton Place Philadelphia, Pa.
U. S. A.





• OUTSIDE THE TRUST • • OUTSIDE THE TRUST •

Some of our Specialties for Printers...

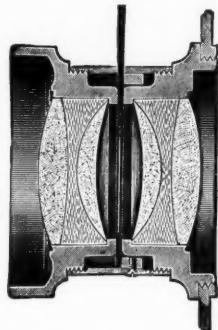
- A 50c. HALF-TONE BLACK, guaranteed not to offset on 100-lb. Coated Stock.
- A 50c. LABEL RED, guaranteed to be absolutely Fast and Permanent.
- A 30c. ALKALI AND SUN-PROOF RED, guaranteed.
- A 75c. BRIGHT JOB RED that keeps us busy (beautiful).
- A 75c. BRONZE BLUE that keeps them all guessing.
- A GLOSS VARNISH that produces a *high gloss* in any ink, black or colored, \$2 per gallon.

*Makers of all kinds of
Inks, Varnishes and Dryers for Printers.*

GLIDDEN & WHITE CO., Cleveland, Ohio.

• OUTSIDE THE TRUST • • OUTSIDE THE TRUST • • OUTSIDE THE TRUST • • OUTSIDE THE TRUST •

The Only Completely Corrected
ANASTIGMATS are the



GOERZ DOUBLE ANASTIGMATS

As they cover at full
opening sharply up to
the circle of light.....

A THING NO OTHER LENS DOES.

They excel all other makes in Speed, Definition, Even Illumination and Depth of Focus, and are therefore the BEST Portrait, Landscape and Wide Angle Lenses.

Beware of inferior makes which are sold under the name Double Anastigmats.

Ask for Catalogue, Testimonials and Test Chart from your Dealer, or

C. P. GOERZ,

52 Union Sq. East, NEW YORK.

Factory at
BERLIN, GERMANY.

Stamping, Embossing and Case-making

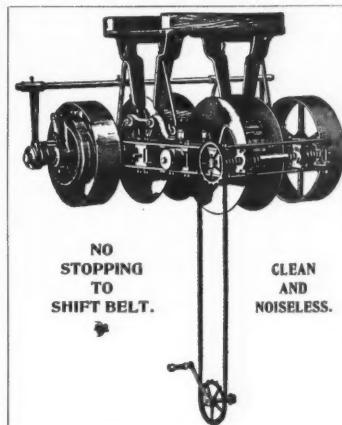
FOR THE TRADE ONLY

We can deliver book-covers of any design, cloth or leather, stamped in gold or ink, ready for casing, in handsome and effective covers.

EMBOSSED CATALOGUE COVERS

WALCUTT BROTHERS, 139-143 CENTRE ST., NEW YORK CITY

"THE REEVES" VARIABLE SPEED COUNTERSHAFT.



Connected precisely the same as the ordinary step-cone countershaft, and can be used on any kind of press. By simply turning a convenient little crank any speed of the press may be instantly obtained.

You will find that you can turn out more and better work with your presses thus connected, and if you will give one a trial you will order more.

Catalogue and full details sent upon application to Sole Manufacturers,

REEVES PULLEY CO.

Columbus, Ind., U. S. A.

(Address Department I.)

Don't Ruin your Printing Press

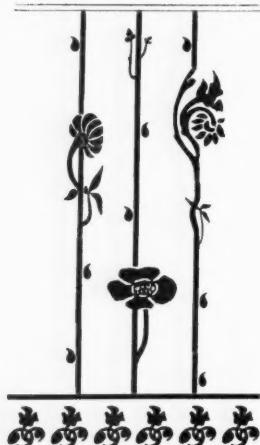
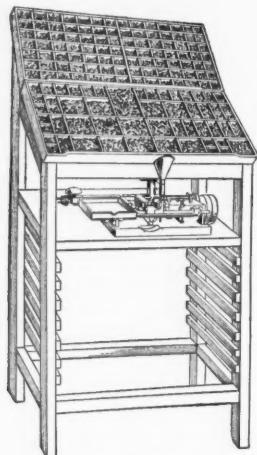
with embossing. We have presses built for the work.

**Book Edge Gilding
Book Edge Marbling
Leaf Stamping**



Gibbs-Brower Company,
General Agents,
American and European Machinery,
150 Nassau St., New York.

Telephone, 2972 Cortlandt.
 Cable Address, "Gibrow."



SOLE AGENTS FOR UNITED STATES
 AND ALL
 FOREIGN COUNTRIES

KIDDER PRESS CO.

Multi-Color Rotary Press.
 Bed and Platen Self-Feeding Presses.
 Rotary Wrapping Paper Printing Presses.
 Sheet-Cutting Machine.
 Paper Mill Slitter and Rewinder.
 Lithographic Stone Planer.
 Toilet Paper Machinery.
 Western Mileage Ticket Presses.
 Printing and Bronzing Machines.
 Cloth Bag Machinery.
 Presses for Street Railway, Ferry and
 Transportation Companies' Tickets.
 Rotary Printing and Rewinding Machines.

Rotary Web Perfecting Press for Variable
 Sizes of Sheets.
 Routing, Trimming and Stereotyping
 Machinery.
 Ticket Printing and Numbering Machines.
 Paper Box Machinery.
 Tag Machinery.
 Hook and Eye Card Presses.
 Paper Bag Machinery.
 Soap Wrapper Presses.
 Pony Cylinder Press.
 Special Machinery of all kinds invented
 and built to order.

SOLE AGENTS FOR UNITED STATES

THE CHADWICK TYPESETTER.

This machine increases the capacity of the compositor from 40 to 50 per cent. No new material necessary. The compositor throws the type in the funnel with both hands and the machine sets it.

SOLE AGENTS FOR EASTERN AND SOUTHERN STATES
 AND ALL FOREIGN COUNTRIES EXCEPT CANADA

THE LEIGER AUTOMATIC FEEDER.

Feeds any kind of paper to perfect register.

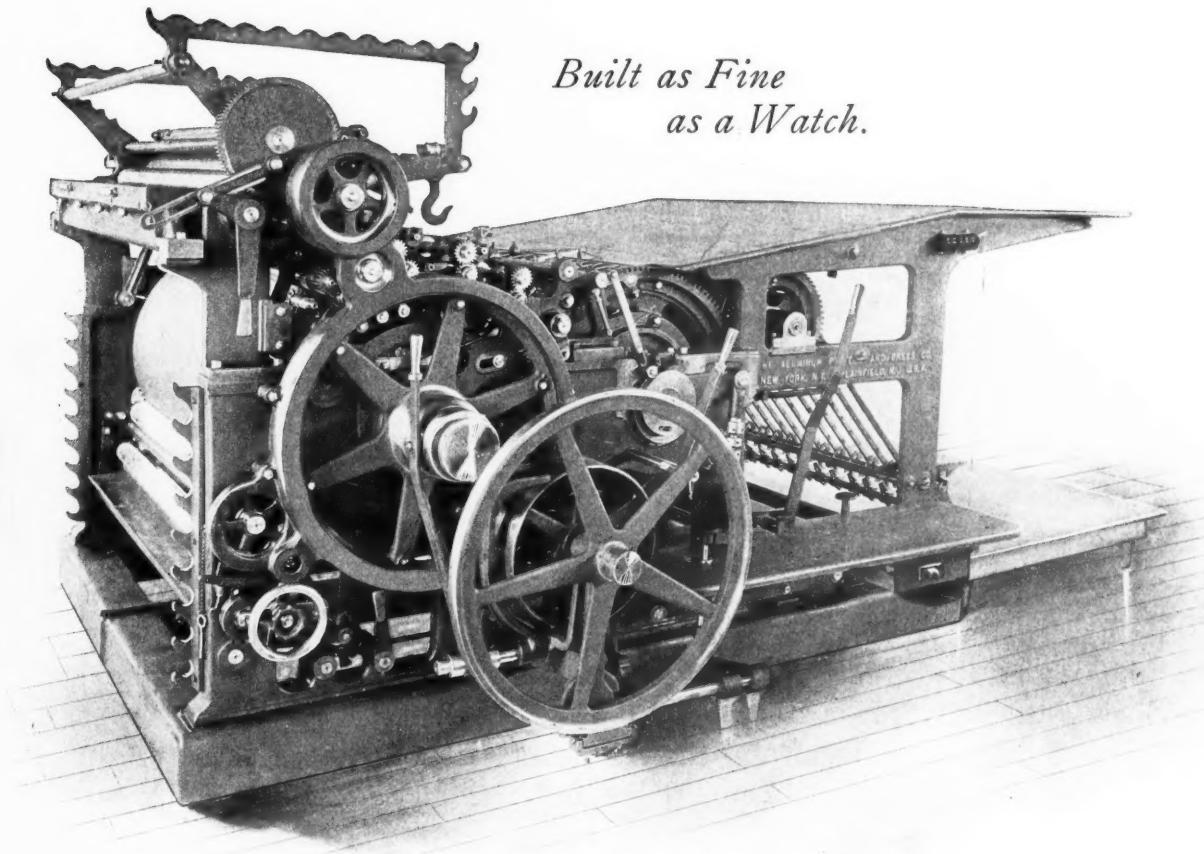
Speed limited only by speed of press.

Perfect accuracy of operation guaranteed.

Present users to whom we refer by permission: { R. R. Donnelley & Sons Co., Chicago, Ill.
 " Rand, McNally & Co.,

Manufactured by D. H. CHAMPLIN & CO., Chicago, Ill.

The Alumographic Rotary.



*Built as Fine
as a Watch.*

It produces from Aluminum the highest grade of printing, such as has been done heretofore only from lithographic stone.

This press is now in operation in many of the leading lithographic shops in United States and Canada, and has proven a great success.

Evidence is shown of the satisfaction this press is giving by the duplicate orders constantly received from firms who have had one or more of these presses in operation during the past year.

As we manufacture these presses from the raw material in *our own works*, we guarantee them in every detail and particular to produce the highest grade of lithographic work at a speed limited only by the ability of the feeder.

We control all patents for surface printing from aluminum.

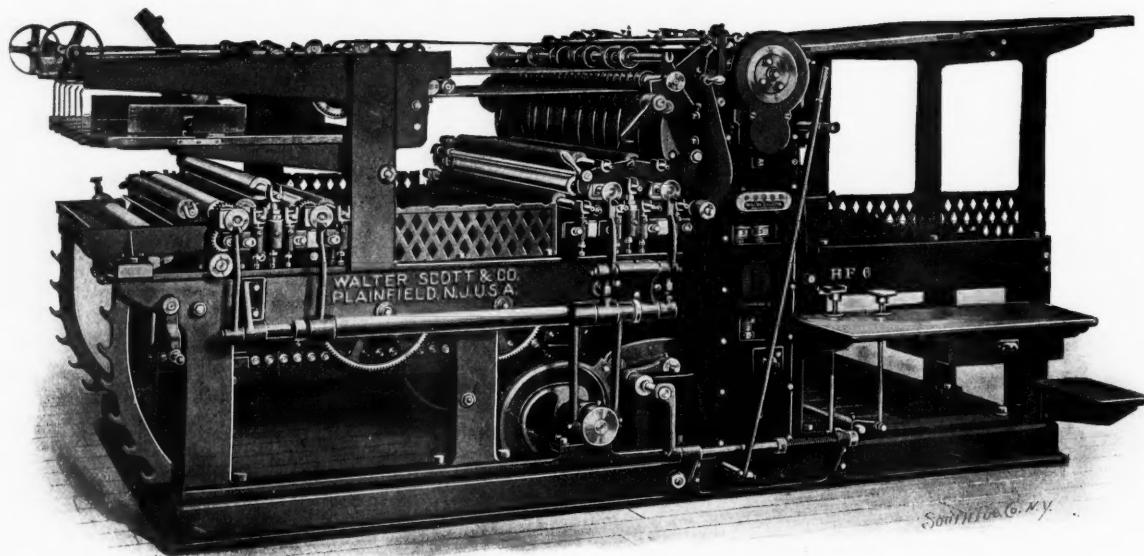
All presses using aluminum are subject to licenses granted through our agents.

Manufactured by

The Aluminum Plate & Press Co.

Works — PLAINFIELD, N. J.

New York Office, 87 Nassau Street.



THE FRONT SHEET DELIVERY

peculiar to the Scott Two-Revolution Press, delivers the sheets printed side up, without the use of long tapes, and with the minimum of mechanism. Sheets are delivered on a web of canvas, which carries them out over the delivery table and then rolls from beneath, dropping each sheet gently on the pile. It is one of the simplest, yet most effective features of a press, full of superior advantages, over all other two-revolution presses.

Other features which help to make Scott Presses perfect, are described in previous numbers of THE INLAND PRINTER, and in our printed matter, which you may have for the asking, and which all progressive printers should read.

GAZETTE PUBLISHING COMPANY, LITTLE ROCK, ARK., state:

"After a thorough trial of your two-revolution press with new front drop delivery, and running on all kinds of work and all weights of paper, at speeds ranging from 1,000 to 2,200 per hour, we can heartily endorse the machine as the best we have ever seen or handled. It gives an even impression."

We manufacture one and two color Lithographic, Drum Cylinder, Two-Revolution, Stop-Cylinder Presses, with front printed-side-up delivery, Flat-Bed Perfecting, all size Rotary Web, color presses, and one, two, three, or four tiered Straight-Run Newspaper Machines.

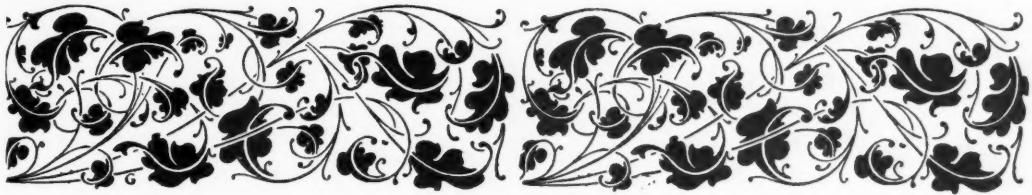
Send to nearest office for prices and further information about our machines.

WALTER SCOTT & CO.
PLAINFIELD, N.J., U.S.A.

NEW YORK OFFICE, Times Building.
CHICAGO OFFICE, Monadnock Block.
ST. LOUIS OFFICE, Security Building.
BOSTON OFFICE, Winthrop Building.
CINCINNATI OFFICE, Neave Building.

CABLE ADDRESS—WALTSCOTT, NEW YORK.

NOT CONNECTED WITH ANY TRUST



J. M. HUBER

Manufacturer DRY COLORS, VARNISHES



Printing and
Lithographic **Inks**

Highest Quality Inks

Because

They are manufactured from the highest grade raw material, compounded by expert chemists and made by perfect modern machinery.

Lowest Prices

Because

I manufacture all my Dry Colors, Varnishes, Dryers, etc., therefore you get your Inks from first hands.

If you are now using Huber's Inks you know you are getting the best made; if you are not using them, send for prices, specimens or samples, and you will be convinced that they are the

Best Black and Colored Inks

ON THE MARKET.

J. M. HUBER,

275 WATER STREET
NEW YORK

PHILADELPHIA,
424 SANSOM STREET.

FACTORY,
BROOKLYN.

CHICAGO,
337-339 DEARBORN ST.

HUBER'S COLORS IN USE SINCE 1780

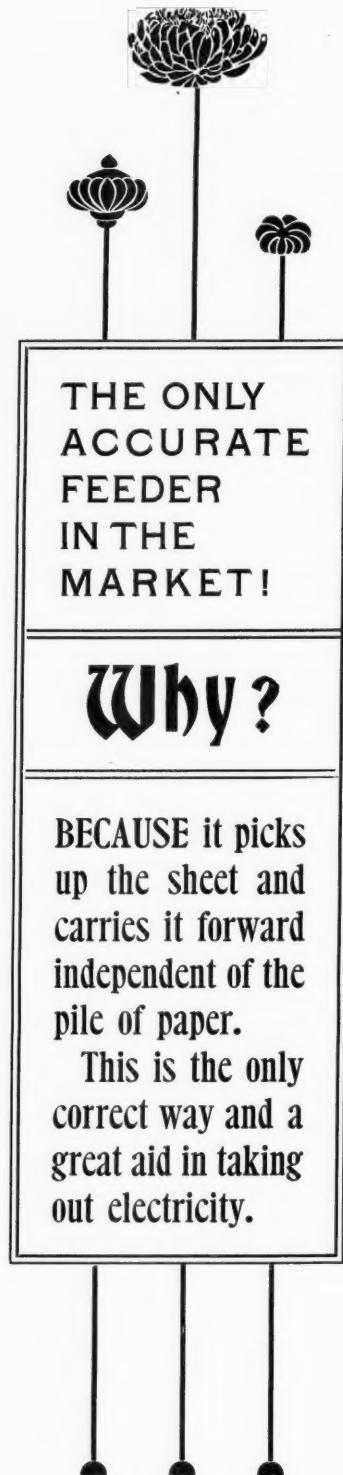


The
LEIGER 
 Automatic
 Paper-Feeding
 Machine

This
 Machine } But we
 Is } Have
 Our } Others.
 Leader }

To Our Out-of-Town Friends....

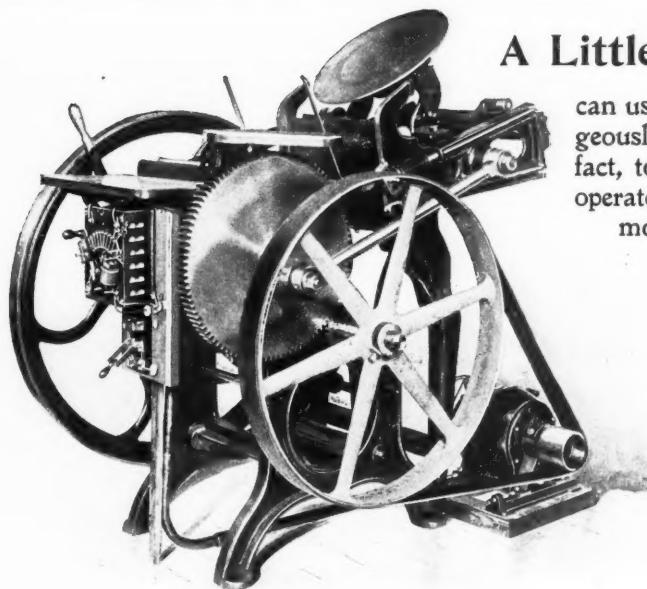
LF you will write us when in need of Printing and Binding Machinery, and will instruct us what to purchase, we can save you car fare and, as a rule, buy closer than you can. We would be glad to serve you in this line.



— EASTERN AGENTS —
 GIBBS-BROWER COMPANY,
 150 NASSAU STREET, NEW YORK.

D. H. CHAMPLIN & CO.
 277-279 DEARBORN STREET, CHICAGO.

Aug., 1899.



One-half h.-p. Lundell Motor, belted to Chandler & Price 10 x 15 Job Press.

A Little Printer

can use electric motors as advantageously as the "Big" printer—in fact, to better advantage. He can operate his presses with electric motors much cheaper than he can operate them with a small engine, small boiler, small coal pile and a small boy or man to officiate in the dual capacity of fireman and engineer.

The great advantages of safety and cleanliness and economy to be obtained by the use of Lundell Motors will be appreciated by every progressive printer, little or big.

But this advertisement is directed particularly to the smaller printing offices (no objection to the big fellows reading it, too,) where the plant consists, in most cases, of job presses, and where the ordinary method of operating these is by means of shafts, belts and cone pulleys. Such a system gives only three, or at most four, speeds, all of which are obtained with the cone pulleys. The shifting of the belt to the different steps of the pulley necessarily shakes down the unavoidable accumulation of dust and dirt, which falls without the least partiality upon paper, press and everything else alike, not infrequently seriously damaging the work in hand. Oftentimes, too, the belt is shifted to the wrong step of the pulley, causing severe strains on the shafting and sometimes tearing it down.

The further disadvantages of shafts, belts and pulleys is that when it is necessary to stop one or two presses the shafting and belting must continue to run in order to operate the other machines, in this way causing a loss of power and an expense from which no benefit is derived.

If the printer has a job on which he finds it necessary to run at night in order to accommodate a customer, he must have the fireman-engineer at "time and a half" and all the shafting and belting running, even though it is only necessary to use one press. The advantage of the Lundell Motor in such a case is apparent. It requires no fireman or engineer, and only needs the turning of a switch to set the press in motion. The pressman is the only attendant needed.

The motor in the equipment illustrated is steelclad and completely inclosed, making it dust and water proof. As constructed, this motor is practically invulnerable to accidents or injury. The press can be started, stopped, reversed and run fast or slow, absolutely independent of any other press on the floor. We will be glad to communicate with printers, little or big, and will mail our Catalogue No. 51 to any address.



Sprague Electric Company,
20 Broad St., New York.



Magnis Chartis Bond
Unrivalled for Office Stationery & Manufactured by
Riverside Paper Company
Holyoke, Mass. U.S.A. Two Mills
making 20 tons Writing Paper each 24 hours

Any Good Printer Can Do It When We Furnish the Plates



Three Printings Versus Ten :::::

Engraved by Maas & Inwood Co.
Association Building, Chicago

The well-known lithograph from which this was copied required not less than ten printings; we reproduce it with three—a hint as to the economy of the three-color process. We can reproduce anything which can be photographed in our splendidly equipped studio. Three-color work for catalogue and other advertising purposes our specialty.

Printed by Hollister Brothers
148 Monroe Street, Chicago

See Other Side

Any Good Printer

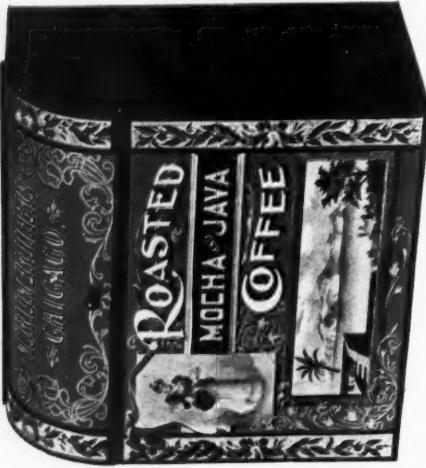
Can Do It When We Make the Plates

THE samples on this page are printed at once, with the same colors and with three impressions only. We are the only engravers who furnish three-color plates outright to printers and others. With our plates we supply a set of consecutive proofs covering every stage of the printing, and by aid of these any good printer can do perfect work. Our departure will enable printers to command a profit-making and reputation-building class of work. Write us for detailed information.

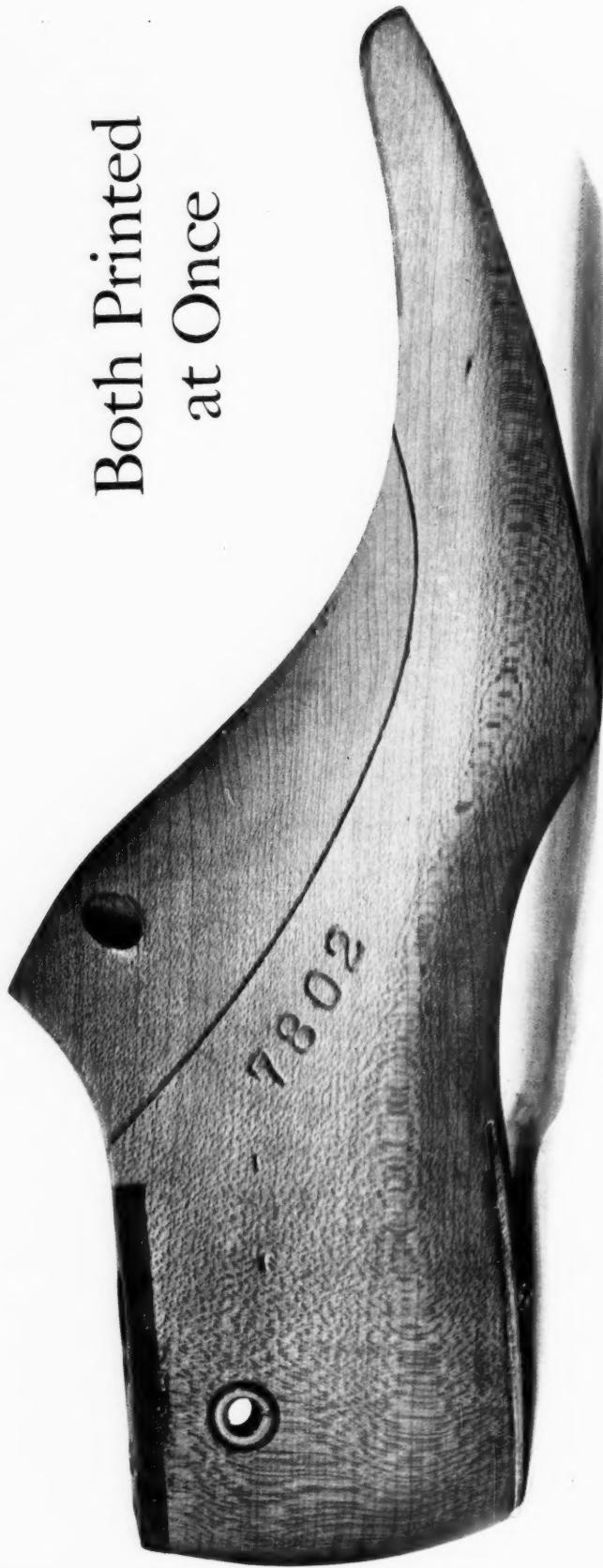
Maas & Inwood Co.: Engravers

Association Bldg....Chicago

See Other Side



Both Printed
at Once



WHITLOCK PRESSES

W H WOODWARD,
PRESIDENT & TREASURERJ. H. HAWES
VICE-PRESIDENTROBt BUCHANAN.
SECRETARY

Woodward & Tiernan
PRINTING CO.

Lithographers, Stationers Binders and Engravers

309 to 325 NORTH THIRD STREET

PROPRIETORS
WESTERN ELECTROTYPING FOUNDRY.

STEEL PLATE
ENGRAVING & PRINTING

TELEPHONE MAIN 292.

St. Louis, May 13/99

The Whitlock Machine Co.,
J. H. Douglas, Agent,
Chicago, Ill.

Gentlemen:--

During the working days of the year 1898, the following record was made on your Crank Movement Front Delivery Pony Press, bed 27x31.

1319 separate and distinct forms were made ready and printed, Total number of impressions being, 2,800,848.

We consider this a most satisfactory record.

Yours truly,
Woodward & Tiernan Prtg Co.

E. Woodward.

The above firm very recently added to their plant a 45 x 60 Four-Roller Two-Revolution Whitlock Press. Crank Movement.

THE WHITLOCK PRINTING PRESS MFG. CO.
DERBY, CONN.

BOSTON,
10 Mason Building.

NEW YORK,
132 Times Building.

CHICAGO,
706 Fisher Building.

COMBINED

FOLDING AND
WIRE-STITCHING

MACHINES

THE DEXTER FOLDER CO. two years ago installed for the *Youths' Companion* four of these special machines, each receiving three separate double sheets and delivering 4,500 copies per hour, folded and wire-stitched.

The gathering and collating of these sheets are done by the machine automatically, by purely mechanical devices.

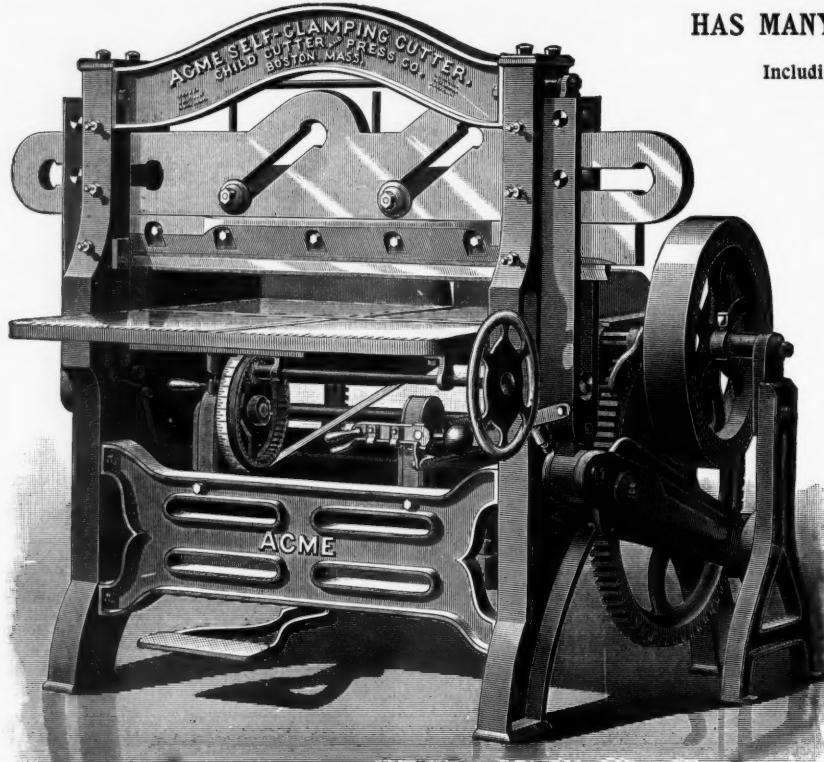
See the machines or write the *Companion*, asking how they like them.

DEXTER FOLDER COMPANY

CHICAGO, 315 Dearborn Street.
BOSTON, 149 Congress Street.
LONDON, 46 Farringdon Street.

PEARL RIVER, N. Y.
NEW YORK, 127 Duane Street.

The "ACME" Self-Clamping Cutter of Today



THE AUTOMATIC SELF-CLAMP, ALSO COMBINED SELF AND FOOT CLAMPING "ACME" CUTTER.

HAS MANY IMPROVEMENTS,

Including a perfect-acting

FRiction CLUTCH,
NEW STOP-MOTION,
AND
AUTOMATIC BRAKE.

Our new machines can be run much faster, without noise or jar. The knife rises quick and is held by Automatic Brake, which prevents any running down of knife.

We guarantee accurate and safe cutting and great durability.

* * *

The Child Acme Cutter and Press Co.

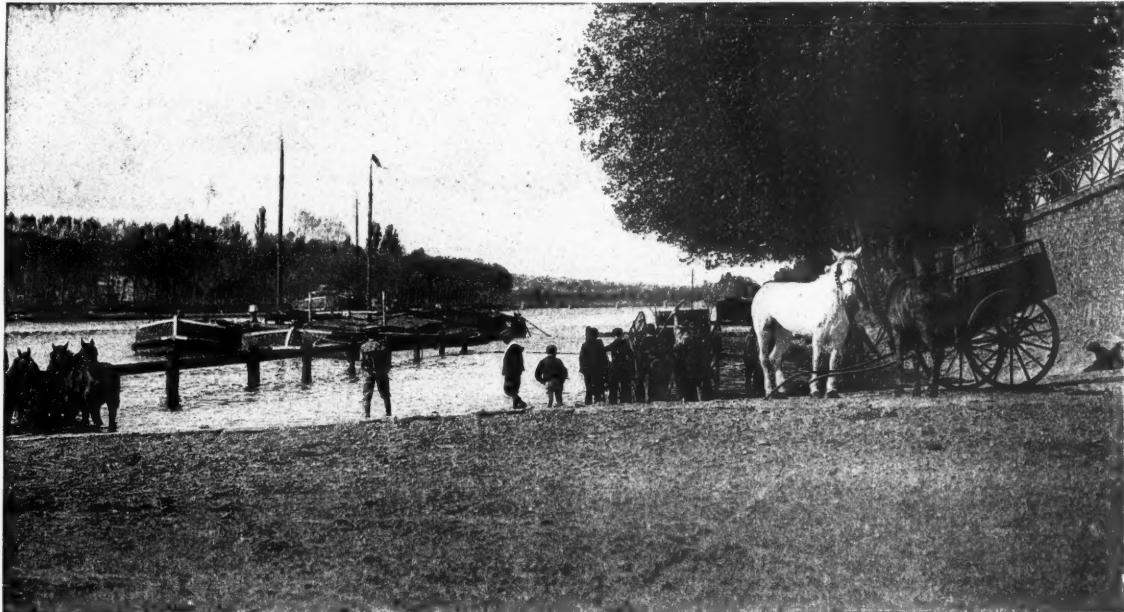
33-35-37 Kemble St., Roxbury,
BOSTON, MASS., U.S.A.

E. C. FULLER & CO., Agents,

28 Reade Street, NEW YORK.
279 Dearborn Street, CHICAGO.

GRANULAR REPRODUCTION Co.

MAKERS OF  Photo-Grain
Plates FOR PRINTERS AND
LITHOGRAPHERS....



In Black or Colors.

THREE-COLOR WORK IN GRAIN A SPECIALTY.

ALL PARTICULARS AND PRICES
ON APPLICATION....

Address...

GRANULAR REPRODUCTION Co.

Suite 1623 and 1624.

315 Dearborn Street, CHICAGO.

BRONSON'S BARGAIN LIST OF PRINTERS' MACHINERY ... NOW IN ... WAREHOUSE.

All our Secondhand Machinery is thoroughly and carefully rebuilt and guaranteed.

SECONDHAND PRESSES.

August 1, 1899.

TWO REVOLUTION.

- 237—43x56 Two-Revolution Cottrell & Babcock, 4 rollers, rack and cam and table distribution, air springs, rear delivery, side steam and overhead fixtures.
- 268—42x60 Two-Revolution Potter, 4 rollers, table distribution, air springs, rear delivery, side steam and overhead fixtures.
- 280—36x52 Two-Revolution Potter, air springs, 4 rollers, rack and cam and table distribution, rear delivery, side steam and overhead fixtures.
- 281—43x56 Two-Revolution Campbell, wire springs, 2 rollers, table distribution, front delivery, side steam and overhead fixtures.
- 282—34x50 Two-Revolution Campbell, wire springs, table distribution, 2 rollers, front delivery, side steam and overhead fixtures.
- 283—34x50 Two-Revolution Cottrell & Babcock, air springs, rack and cam distribution, 2 rollers, rear delivery, side steam and overhead fixtures.
- 284—37x52 Two-Revolution Campbell, wire springs, table distribution, 4 rollers, front delivery, side steam and overhead fixtures.
- 298—41x60 Two-Revolution Campbell, 4 rollers, rack and cam and table distribution, wire springs, front delivery, side steam and overhead fixtures.
- 315—26x36 Two-Revolution Huber, table distribution, 2 rollers, front delivery, crank motion, side steam and overhead fixtures.

THREE REVOLUTION.

- 203—40x54 Three-Revolution Taylor, air springs, steam and overhead fixtures. (Press suitable for newspaper work.)
- 265—37x54 Three-Revolution Taylor, air springs, tape delivery, side steam and overhead fixtures.

STOP CYLINDERS.

- 261—34x48 Hoe Stop Cylinder, 6 rollers, rear delivery, side steam and overhead fixtures.
- 235—30x42 Cottrell Stop Cylinder, 4 rollers, steam and overhead fixtures.

DRUM CYLINDERS.

- 226—24x39 Hoe Pony Drum Cylinder, tape delivery, wire springs, rack and screw distribution, steam and overhead fixtures.
- 259—21x27 Potter Drum, wire springs, tapeless delivery, 2 rollers, steam and overhead fixtures.

The largest and best stock of cylinder and job presses on earth. Nothing advertised that is not actually in my wareroom. Every machine guaranteed thoroughly rebuilt, and in first-class condition. My storeroom is ample for the display of machinery. Call and satisfy yourself at any time or write for descriptive prices.

Telephone, Main 224.

BRONSON'S PRINTERS' MACHINERY HOUSE,
54 North Clinton Street, CHICAGO, ILL.

H. BRONSON,
Manager.

- 258—18x22 Cottrell & Babcock Drum, 2 rollers, air springs, tapeless delivery, steam and overhead fixtures.
- 257—37x51 Scott Drum, 2 rollers, air springs, tapeless delivery, steam and overhead fixtures.
- 223—17x21 Hoe Pony Drum, 2 rollers, wire springs, tape delivery, steam and overhead fixtures.
- 214—24x29 Country Campbell, 2 rollers, table distribution, tape delivery, wire springs, steam and overhead fixtures.
- 262—17x21 Hoe Pony Drum, 2 rollers, wire springs, tape delivery, steam and overhead fixtures.
- 270—20x25 Country Campbell, 2 rollers, table distribution, tape delivery, steam and overhead fixtures.
- 274—38x51 Bagley & Sewell Press, rack and screw and table distribution, tapeless delivery, 2 rollers, wire springs, side steam and overhead fixtures.
- 276—36x52 Potter Drum, wire springs, table distribution, 2 rollers, tape delivery, side steam and overhead fixtures.
- 279—37 $\frac{1}{2}$ x52 Hoe Drum, rack and screw distribution, 2 rollers, tapeless delivery, wire springs, side steam and overhead fixtures.
- 288—17x22 Potter Drum, wire springs, rack and screw distribution, tapeless delivery, 2 rollers, side steam and overhead fixtures.
- 289—33x50 Taylor Drum, air springs, table distribution, 2 rollers, tape delivery.
- 299—25x35 Potter Drum, air springs, rack and screw distribution, 2 rollers, tapeless delivery, side steam and overhead fixtures.
- 307—25x35 Potter Drum, air springs, table distribution, 4 rollers, tapeless delivery, side steam and overhead fixtures.
- 308—32x46 Potter Drum, air springs, table distribution, 4 rollers, tapeless delivery, side steam and overhead fixtures.

DOUBLE CYLINDERS.

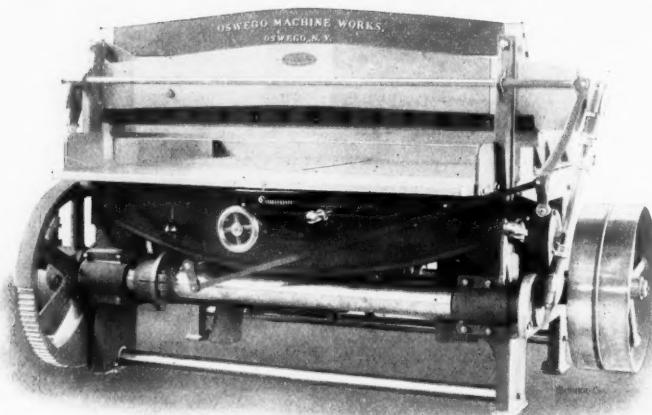
- 217—33x46 Taylor, air springs, side steam and overhead fixtures.

OSCILLATORS.

- 189—39x53 Campbell Oscillator Job and Book Press, rack and table distribution, 4 rollers, front delivery, side steam and overhead fixtures.
- 234—28x32 Campbell, 2 rollers, front delivery, table distribution, side steam and overhead fixtures.

Quick cutting and accurate, the Latest Improved
BROWN & CARVER AUTO earns money at once.

INVESTIGATE CLAIMS WE MAKE
AND ACTUAL RESULTS FROM
MACHINES IN OPERATION....



74-Inch Brown & Carver Cutting Machine.

SELLING AGENTS.
VAN ALLENS & BOUGHTON, . . . 17 to 23 Rose St., New York.
C. R. CARVER, . . . 25 North Seventh St., Philadelphia, Pa.
T. E. KENNEDY & CO., . . . 414 East Pearl St., Cincinnati, Ohio.
MILLER & RICHARD, . . . 7 Jordan St., Toronto, Can.
AMERICAN TYPE FOUNDERS CO., . . . 405 Sansome Street,
San Francisco.

Chicago Salesrooms—319 Dearborn St.
J. M. IVES, Western Agent.

OSWEGO MACHINE WORKS,

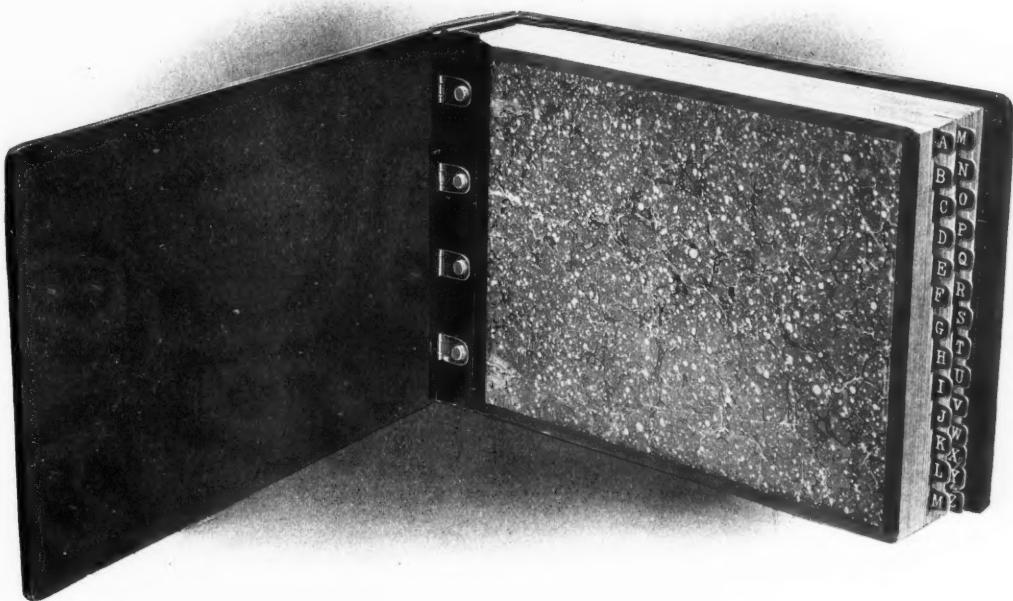
OSWEGO, N. Y.

SHEPARD LOOSE-LEAF BOOK CO.

(Successors to SHEPARD-FAIFER Co.)

Sole manufacturers under Faifer patents of

Covers for all systems of Accounting by the Loose-Leaf Method.



With about eight months' introduction we have furnished our system to the following well-known firms:

American Steel & Wire Co., 147 covers.
Chicago Tribune Co., 45 covers.
American Radiator Co., 31 covers.
Dearborn Drug & Chemical Co.
Ætna Powder Co., 4 covers.
American Powder Mills.
N. K. Fairbank Co.
Ames & Frost Co.
American Type Founders Co.
Columbia Shade Cloth Co., New York.
Acme Harvester Co., Pekin, Ill.
Cadogan-Hatcher Mfg. Co., Quincy, Ill.

James White & Co.
Hasler & Herrick.
Builders' Manufacturing Co.
C. H. Weaver & Co.
Lehigh Valley Coal Co.
Phila. & Reading Coal & Iron Co.
The Henry O. Shepard Co.
Inland Printer Co.
Western Passenger Association.
Morehouse & Co., Council Bluffs.
Norwich Pharmacal Co., Norwich, N.Y.
Pueblo Bindery, Pueblo, Colo.

Hoosac Tunnel Fast Freight Line.
North Shore Despatch.
Illinois Car & Equipment Co.
Southern Pacific Co.
Rio Grande Western Railway.
Northern Assurance Co.
National Fire Insurance Co.
Royal Exchange Assurance Co.
German-American Fire Insurance Co.
Geo. F. Moore, N. Y. City and Chicago.
H. L. Emerson, Kenosha, Wis.
Dennison Manufacturing Co.

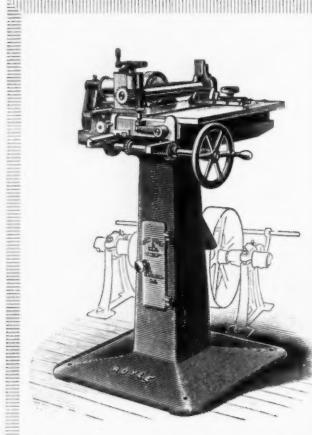
Write for pamphlet and full particulars to

SHEPARD LOOSE-LEAF BOOK CO.

212-214 Monroe Street.

Long-Distance Telephone
Main 555.

CHICAGO, ILL., U. S. A.



THE ROYLE BEVELER

Is so well known that it is hardly necessary to call attention to it here. It has advertised itself everywhere by that best of mediums, its own merit. It is a machine that can always be relied upon. A model of finished machine work; in operation, simplicity itself. It is one of the most satisfactory and successful machines we have ever built. We offer it to Photo-Engravers as a time and money saver with which no fault can be found.

JOHN ROYLE & SONS,
PATERSON, N. J., U. S. A.

LONDON AGENT—P. LAWRENCE, 57 Shoe Lane, E. C.
MONTREAL AGENT—C. J. ROBERTSON, 588 Craig Street.

CONNECTICUT VALLEY PAPER AND ENVELOPE CO.
57 BEEKMAN ST. NEW YORK.

YOUR ATTENTION IS INVITED
to our new and comprehensive line of
SPECIALTIES in

| | | | |
|-------------------|--|----------------|--|
| Papeteries | { EDELWEISS, MONOGRAM, STATIONERY AND OUR OWN. | Tablets | { LAKE GEORGE, APOLLO AND MIQUEETTE. |
|-------------------|--|----------------|--|

All of which are up to date in every respect, and their merits will be appreciated by every up-to-date dealer and consumer.

Samples will be sent upon application.

WM. J. ALEXANDER, Pres. GEO.T. SCHUSTER, Vice-Pres.
F. J. WELCH, Secretary and Treasurer.

CHICAGO ELECTROTYPE
& STEREOTYPE CO.

Half-Tone, Designing,
Zinc Etching, etc.

ILLUSTRATING Fine Book and Catalogue
Work a specialty.

Telephone,
Harrison 612.
149-155 Plymouth Place,
CHICAGO.

**National Electrotype
Company,**

 **PROCESS ENGRAVING
AND ELECTROTYPING.**

OUR SPECIALTY

**Is Nickel-Plated Half-Tone
Electrotypes.**

We guarantee them to be just as good as the
original plates.

300-306 Dearborn St., CHICAGO.

The Dittman Overlay Process

Is a patented method of making overlays for half-tones, wood cuts and all illustrations requiring overlays. It is a perfect and very rapid method, superseding the old-fashioned hand-cut overlay in all the cities where it has been introduced. If time is valuable, finer results desirable, and saving in the cost of printing any object, the practical up-to-date printers should use this process. Full particulars will be given upon application to the company. The foundation patent for all manufactured overlays is owned by it. Licenses can be obtained for territory or shop. Address

THE DITTMAN OVERLAY COMPANY,
409 Pearl St., NEW YORK CITY.

The Inland Printer's Advertising Contest No. 4.

was made in the May issue under "Newspaper Gossip and Comment," is now ready for distribution. Copies have been sent to all contestants as agreed. It is a most interesting collection, and all printers and ad. writers should have it. Sent, postpaid, to any address on receipt of 40 cents.

THE INLAND PRINTER CO., 212-214 Monroe Street, CHICAGO.

THE J. W. O'BANNON COMPANY,

Agents for
HOLLISTON
LINEN-FINISH
BOOK CLOTHS and
BUCKRAMS, also
KERATOL
Imitation Leather.

Manufacturers of Book Cloth and
Dealers in Bookbinders' Supplies,

Factory,
Borough of Brooklyn.
Cable Address,
Obannonco, New York.

74 DUANE STREET,
NEW YORK.



Louis DeJonge & Co.

71-73 DUANE STREET, N. Y.

PAPER FACTORY: Staten Island.
LEATHER FACTORY: Newark, N. J.

Bookbinders' and Pocketbook

Makers' Materials.

Marble, Surface Coated and

Embossed Papers.

"Keratol," best imitation of Leather.

EASTERN BRASS-TYPE FOUNDRY,

Brass Type

For....

18-20 Rose Street, NEW YORK CITY.

Printers and Bookbinders.



L. Martinson & Co.
...MACHINISTS...

Printers' and Bookbinders' Machinery
A SPECIALTY

196 and 198 SOUTH CLARK ST.
Sixth Floor, Rear....

CHICAGO.

Printers'
Rollers..

BEST
and
CHEAPEST
in
USE!

Also Tablet Gum

GODFREY & CO.

909 Sansom St. Philadelphia, Pa.

S LADE, HIPP & MELOY

139 Lake Street,
Chicago,

Agents for....

KERATOL

The best imitation of leather made.
Send for samples and prices.

"Erythro" Dry Plates.

THEIR sensitiveness to the red light makes them superior in color value to any other isochromatic plate now in market. They will be found specially adapted to the making of the blue and yellow plate in three-color work, giving full red action, and decreasing the time of exposure for the blue plate from thirty to five and ten minutes. A trial will convince you of their incomparable excellence. Send for Price List.

International Color-Photo Co.

Telephone, Harrison 1025.
1317 Monadnock Block,
Chicago.

H. GRIFFIN & SONS

Established 1833.

Bookbinders' and
Pocketbook Makers'
Supplies....

Agents for
"KERATOL"
Best Imitation of Leather.

Dealers in
Imported and American
MARBLE PAPERS.
Size for
Embossing
"Keratol."

75 and 77 Duane St., NEW YORK CITY.

TARCOLIN
TRADE MARK.

The only detergent for printers specially endorsed for safety by Fire Insurance Companies. Beware of bogus mixtures under other names that are intended to deceive.

MANUFACTURED ONLY BY

Delete Chemical Co.

126 William St., New York.

WRITE FOR FULL INFORMATION.

THE best BOOK and
COMBINATION METAL
for Newspapers and Job
Offices, at the very low-
est price.

Here are the names of
some of the firms using
my metal:

Trow Directory Ptg. &
Pub. Co., N. Y. City.
Staats-Zeitung, "
German Herold, "
Redfield Bros., "
Henry Rogowski, "

Address all inquiries
and communications to
I. SHONBERG,
172 Hudson St., NEW YORK CITY.

Lino-type Metal

ARMOUR

GLUE WORKS

Special Glues
For Bookbinders
and Printers' Rollers....

ARMOUR & COMPANY,
CHICAGO.

CENTURY CALENDAR PADS

SIZES AND STYLES FOR ALL PURPOSES
LITHOGRAPHED NOT PRINTED.

| 1900 January 1900 | | | | | | |
|-------------------|------|------|------|------|------|------|
| Sun. | Mon. | Tue. | Wed. | Thu. | Fri. | Sat. |
| 1 | 2 | 3 | 4 | 5 | 6 | |
| 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 | 1 | | |

WRITE FOR SAMPLE SHEETS AND PRICES.
GOES LITHOGRAPHING CO.
158-174 ADAMS ST. CHICAGO.

THE BEST AND MOST ECONOMICAL WIRE STITCHING MACHINES ARE

New Jersey Wire Stitchers.
Send for Particulars.

J. L. SHOEMAKER & CO.
15 SOUTH SIXTH STREET,
PHILADELPHIA.

Dealers in all BOOKBINDERS' MATERIALS.
Agents for KERATOL—Imitation Leather.

KAST & EHINGER
MANUFACTURERS OF
PRINTING INKS
OF EVERY DESCRIPTION.

CHAS. HELLMUTH, MANUFACTURING AGENT FOR THE UNITED STATES.
Office and Factory: 46 & 48 East Houston Street,
NEW YORK.

THE BOSTON ENGRAVING CO.
Illustrators and Engravers
COLOR PRINTERS
113 PURCHASE ST.
50 HARTFORD ST.
BOSTON MASS.

BLACK INK REDUCER AND GLOSSER.
\$2.00 PER GALLON.
PRESSMEN'S BEST FRIEND.
GLIDDEN & WHITE CO.,
MAKERS.
CLEVELAND, OHIO.

A HALF-TONE INK AT 40c. A POUND
is what we are offering in our 6249 Black. We can convince you that there is none better made at double the price. Let's send you a trial order of

Star Brand PRINTING INK
ALWAYS THE SAME.
Edward K. Graham & Co.
MANUFACTURERS,
516 Commerce St., Philadelphia.

Three-color Process and Proving Inks a specialty.
IMPORTERS OF
BRONZE POWDERS AND LITHOGRAPHIC SUPPLIES.

CARBON BLACK
MADE BY
GODFREY L. CABOT,
BOSTON, MASS.
ECLIPSE.
ELF.
SUNSET.
BANNER.

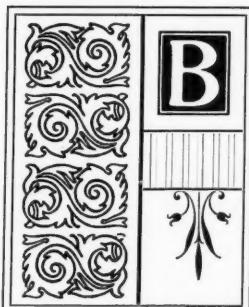
ELECTROTYPE AND STEREOTYPE MACHINERY
SEND FOR CATALOGUE.
HERRICK & COWELL,
NEW HAVEN, CONN.

F. H. Stevens Co.
Manufacturers

For Wood and Bag Printing
BRASS TYPE
For Bookbinders
SEND FOR CATALOGUE.
100 High St., Boston, Mass.

NEW STOCK CURE CATALOGUE
300 HALF TONE SUBJECTS
FOR STAMPS OR MONEY
ECK
147-149-151 NTH TENTH ST PHILA.

A FEW MINUTES SPENT IN LOOKING OVER THE SAMPLE BOOK OF OUR STANDARD BRANDS OF
Writing Papers
LINENS, BONDS, LEDGER, ETC., JUST ISSUED, WILL BE AMPLY REPAYED. YOURS FOR THE ASKING.
UNION CARD & PAPER CO.
27 BEEKMAN ST., NEW YORK.

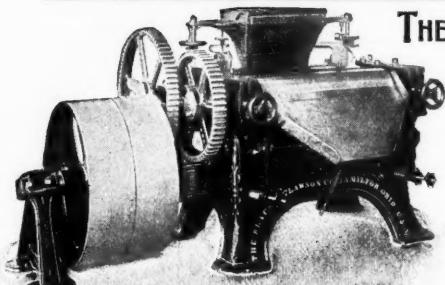


Buffalo Printing Inks

will be found to work in hot weather as well as in cold—they “always work.” Try no experiments in the Ink line—they are costly. Stick to a reliable brand—the BUFFALO. Made in all colors and shades.

Write for samples to Buffalo Printing Ink Works, Buffalo, N. Y.

“BUFFALO INKS ALWAYS WORK”



Improved Ink Mill.

THE BLACK & CLAWSON CO.

HAMILTON, OHIO,

Builders of Improved

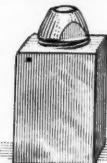
**Paper and Pulp Mill
Machinery...**

INK MILLS.....

PERFORATORS

*Saturating and Drying
Machinery,
Plating Machines,
Special Machinery, etc.*

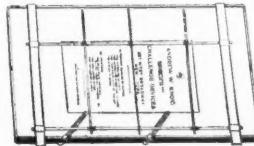
Write us for prices and further particulars.



The Challenge Punch

(PATENT PENDING)

Punches when Printing.
Size, 36-point square. Hole, 3-16 inch.
DOES NOT CUT ROLLERS.



The Challenge Grippers

(Patented March 14, June 27, 1899)

Are going rapidly—will go with a swifter stride from August 15. They speak for themselves.

ANDREW W. KNOX, Challenge Devices, 337 W. Broadway, New York.

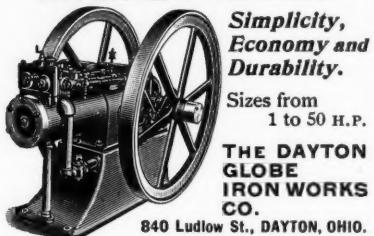
This Beats Wind, Steam or Horse Power.

WE OFFER THE Webster Gas Engine,
2½ actual horse-power,
for \$150, less 10 per cent
discount for cash. Built
on the interchangeable
plan. Built of the best
material. Made in lots of
100, therefore we can make
the price. Boxed for ship-
ment, weight 800 pounds.
Made for gas or gasoline.
Write for Special Catalog.

WEBSTER MFG. CO.
1073 W. 15TH ST. CHICAGO.
Eastern Branch, 386 Dey St., New
York City. Southern Agts., Boland
& Geschwind Co., Ltd., S. Peter and
Lafayette Sts., New Orleans, La.

**THE DAYTON
GAS AND GASOLINE
ENGINE** leads all others in

**Simplicity,
Economy and
Durability.**
Sizes from
1 to 50 H.P.
**THE DAYTON
GLOBE
IRON WORKS
CO.**
840 Ludlow St., DAYTON, OHIO.



“Puritan” Embossing Size

Is Unequaled.

Pearl Leather Finish

*Dries Instantly.
Quality Unsurpassed.*

Write for Sample to

F. W. THURSTON & CO.
Manufacturers,
CHICAGO.

Steel Engraved Calendar Backs

A NEAT AND CATCHY LINE.

Folders and Novelties

For Tailor Announcements, Dance
Programmes, Menus, etc.

Steel and Copper Engraving and Plate Printing of every
description, at trade prices.

DITTMAR ENGRAVING CO.

814 Walnut Street, PHILADELPHIA, PA.

WHITMORE MFG. CO.

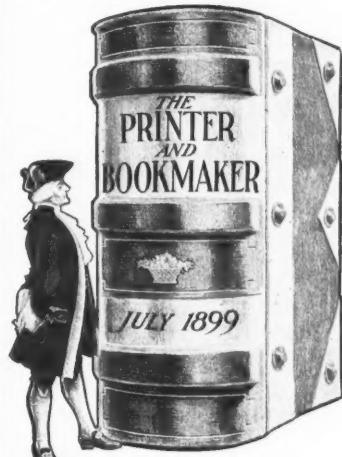
HOLYOKE, MASS.

MANUFACTURE BEST GRADES OF

Surface Coated Papers AND Card Board

ESPECIALLY ADAPTED FOR
LITHOGRAPHING
AND THREE-COLOR WORK.

NO PRINTER WILL BE HAPPY
TILL HE GETS IT...



\$1.00 per year. 10c. a copy.

J. CLYDE OSWALD, Editor and Publisher,
150 Nassau Street, NEW YORK.

The Robert Dick Mailer

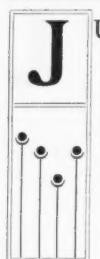
has stood the test of years. The first to be invented, it still leads all others in simplicity, durability and speed.

With it, experts have addressed from 6,000 to 8,586 papers in less than an hour. No office complete without it.

For information concerning Mailer, address

Rev. Robert Dick Est.
139 West Tupper St.
BUFFALO, N. Y.

BENITO NICHOLS, Agent,
72 Dean St., Soho, London, England.



JUST PUBLISHED!

Drawing for Printers

A practical treatise on the art of designing and illustrating in connection with typography. Containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student.

*By ERNEST KNAUFF,**Editor of the Art Student, and Director of the Chautauqua Society of Fine Arts.*

240 PAGES. CLOTH, \$2.00, POSTPAID.

THE INLAND PRINTER COMPANY,
PUBLISHERS.

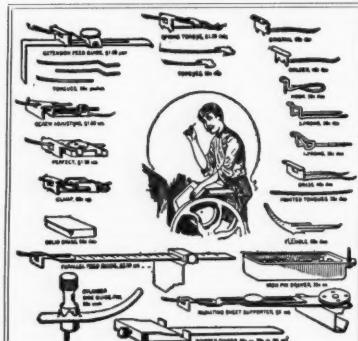
150 Nassau Street, NEW YORK.

212-214 Monroe Street, CHICAGO.

PIONEER OF

**Gauge
Pins**

TO THE WORLD!

All the Best.
First and Latest.ATTACHMENTS
for the Job Press.Ask your dealer for them
or send to**EDWARD L. MEGILL,** Inventor, Patentee, Manufacturer,
No. 60 Duane Street, NEW YORK.**EARHART'S
New Work— "THE HARMONIZER"**

Tis 5 x 7½ inches in size, contains 248 pages, handsomely bound in cloth, with title stamped in two colors. It contains an average of 8 pages each of about 30 different tints, colors and shades of paper, each page showing a different color effect, over one-half of which are in two colors and the balance in one color. All the effects shown are the best that can be produced on the different tints and colors of stock used. In addition to the two-color combinations shown, there are tables giving from 10 to 50 others, for each different tint of paper. At the bottom of each combination is given a list of colors, any one of which, if used with the two shown, will produce harmony. Printers are well aware of the fact that there is today a greater demand for all kinds of colored paper than ever before. The demand has been steadily growing for many years, until today colored stock is used for nearly every purpose for which white stock is used. In printing on colored stock all printers experience more or less trouble in selecting an ink that will produce a harmonious and pleasing effect. A great deal of valuable time is wasted in trying inks of different colors before one is found that will produce a good effect. Under these conditions it often takes more than double the time necessary to turn out a satisfactory job. "The Harmonizer" will overcome this.

It is of great value to every printer who prints on tinted or colored stock, it matters not how great his experience or how large or small his concern may be. The different pages are printed with 12 original and 24 mixed colors, which are shown in the front part of the book, printed on white plate paper, with all the necessary explanatory matter. With this book before him, the printer will never be at a loss as to what ink he should use to produce the best effect on any tinted or colored stock he may select.

**THE AMERICAN
PROCESS ENG. CO.**

Engravers by all Processes

15-27 W. SIXTH ST.
CINCINNATI, O.**JAMES WHITE & CO.
PAPER DEALERS**177 MONROE STREET
CHICAGO**Cover and
Book
Papers**400 Periodicals are recorded in the
Directory and Price List.

The many printers who are also publishers, or who carry Books, Periodicals, Newspapers and Stationery as a side line, ought to have the best information on those branches of their business. Its Directory and Price List of Periodicals is alone worth the subscription price.

\$1.00 a Year.
10c. a Number.THE BOOKSELLER
AND NEWSMAN,

49 West 24th St., NEW YORK.

FOR SALE BY
THE INLAND PRINTER CO.

212-214 Monroe Street, CHICAGO,

—OR—

150 Nassau Street, New York.

Price, \$3.50 per Copy, express paid.

When you want **ENGRAVING AND EMBOSsing** Come direct to Headquarters.

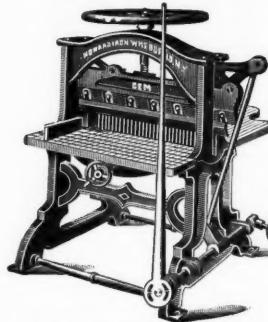
We assure you of the latest and correct forms, superior workmanship, prompt service and lowest prices consistent with good work.

Wm. Freund & Sons,
174-176 State Street,
Chicago.

Steel Plate { Engravers and
Copper Plate { Printers. Steel Die { Engravers and
Brass Die { Embossers.

Wedding Invitations and Announcements.

Write for samples, circulars and price lists pertaining to our various lines.

"GEM" Paper Cutter

Send for Catalogue. Mention Inland Printer.

MANUFACTURED BY

**HOWARD IRON WORKS,
BUFFALO, N.Y.**

ESTABLISHED 1847.

The "Gem" has all improvements and is well known to the trade. Twenty-five years on the market.

Also Victor and Diamond Hand and Power Cutters.

Buy your Flat Writings direct
from the manufacturer, and get uniform stock at all times.

We carry in Chicago the largest stock of Loft-Dried and Tub-Sized Papers in the West. All Papers are of our own manufacture and lines that you can duplicate at any time.



...IN STOCK ...
Ledgers Linens Bristol
Superfines Colored Flats Wedding Papers
Fines Ruled Stock Fancy Papers
Bonds Envelopes Embossed Boards

Wedding Note, Quarter Ream
Goods and Papeteries.

Capacity 35 Tons Daily.

WHITING PAPER COMPANY,
238-240 Adams Street, CHICAGO.

For Progressives.**The British Printer.**

EVERY ISSUE CONTAINS

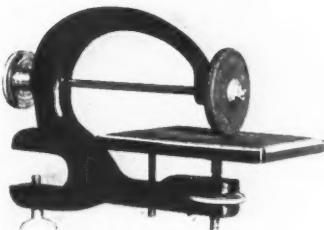
Information on Trade Matters,
Advice on Technical Affairs,
Hints on Everyday Work,
Suggestions for Special Occasions,
News of Printers and Printing,
All about New Machinery and Appliances,
Descriptions of Improved Methods of Work,
Sample Jobs for "Lifting,"
An Art Gallery of Reproductions.

RAITHBY, LAWRENCE & CO., Ltd.,

LEICESTER: De Montfort Press.
LONDON: 1 Imperial Bldgs., Ludgate Circus, E.C.

Annual Subscription, . \$1.83
Post free.
Specimen Copy sent post free
on receipt of stamps, value
15 Cents.

PUBLISHED BI-MONTHLY.

Overlay Perfection

can only be reached by using a **Sterling Overlay BEVELER** to scrape or shave the edges of your overlays. It will bevel the edges of any kind of paper, from which fits up to one hundred and twenty pound book, and do it so perfectly that the edges will not show on the most delicate half-tones. No more trouble with those delicate fading edges of vignettes. Overlays cut and beveled by it in one-tenth the time occupied by hand. No knives to sharpen, cannot get out of order, will last a lifetime.

Sent on receipt of price, \$10.00.

THE L. G. MOORE MFG. CO. SYRACUSE, N.Y.
LOCK BOX 754



ARABOL MFG. CO.
MANUFACTURERS OF

Prepared Gums, Glues, Sizes and Finishes,
Pastes, Cements, Mucilages,

15 GOLD STREET, NEW YORK.

SPHINX PAD CEMENT—Does not get sticky on the pad in damp weather, nor adhere to the tissue in copying books. More elastic and stronger than other brands. Colors are fast and brilliant—red, green, blue and white.

ARABOL PADDING COMPOSITION—The best solidified composition on the market. Guaranteed to keep sweet in hot weather and to preserve a uniform thickness. Remelts readily. Does not string.

PRESSMAN'S FRIEND—The ideal paste for the pressroom. Keeps soft in the pail and contains no lumps to disturb the packing and batter the type. Does not swell the packing nor wrinkle the paper. Also used for backing pamphlets.

Cover Papers...**ILLINOIS PAPER CO.**

181 Monroe Street,
CHICAGO.

...Book Papers**Six for a Quarter.**

HERE'S A SPECIAL FOR YOU! We'll send Ad Sense for 6 months—a trial subscription—for 25c.—coin or stamps. We want you to get acquainted with Ad Sense—it'll help you in your business—25c. will do it.

Monthly, 50c. a year. Sample copy for three 2c. stamps.



THE
AD SENSE
COMPANY,

76 Fifth Ave
CHICAGO.

Send 25c.—coin or stamps—for 6 months' trial subscription.

FOUR NEW BOOKS

*Should be in the
Library of
every Progressive
Printer...*

JUST PUBLISHED

Electrotyping

A practical treatise on the art of electrotyping by the latest known methods. Containing historical review of the subject, full description of the tools and machinery required, and complete instructions for operating an electrotyping plant.

By G. S. PARTRIDGE

Superintendent of Electrotyping and Stereotyping for A. N. Kellogg Newspaper Co., Chicago, and Editor Electrotyping and Stereotyping Department of THE INLAND PRINTER.

150 pages—Cloth—\$1.50

Drawing for Printers

A practical treatise on the art of designing and illustrating in connection with typography. Containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student.

By ERNEST KNAUFF

Editor of the Art Student, and Director of the Chautauqua Society of Fine Arts.

240 pages—Cloth—\$2.00

Proof-Reading

A series of essays for readers and their employers, and for authors and editors.

By F. HORACE TEALL

Critical Proof-Reader and Editor on the Century and Standard Dictionaries; also Editor Proof-Room Notes and Queries Department of THE INLAND PRINTER.

100 pages—Cloth—\$1.00

Contests in typographical Arrangement

Volume I, containing 230 advertisements submitted in a contest conducted by THE INLAND PRINTER, the result of which was announced in May, 1899. Contains in addition to the designs the decisions of the judges, and is a valuable collection for comparison and study. **40 cts.**

**Sent Postpaid on receipt of price by THE INLAND PRINTER CO.
212-214 Monroe Street, Chicago & & & 150 Nassau Street, New York**

THE INLAND PRINTER BUSINESS DIRECTORY.

THE FIRMS ENUMERATED IN THIS DIRECTORY ARE RELIABLE AND ARE COMMENDED TO THE NOTICE OF THOSE SEEKING MATERIALS, MACHINERY OR SPECIAL SERVICE FOR THE PRINTING, ILLUSTRATING AND BOOKBINDING INDUSTRIES.

Insertions in this Directory are charged \$7 per year for two lines; more than two lines, \$2 per additional line.

ADVERTISEMENT COMPOSITION.

Chicago Ad. Setting Co., Walter S. Parker, Manager, 142 Monroe street, Chicago.

ADVERTISEMENT WRITERS.

Ireland, H. L., 925 Chestnut st., Philadelphia. Designs and places advertising. Book for stamp.

ADVERTISING NOVELTIES FOR PRINTERS' USE.

American Manufacturing Concern, Jamestown, N. Y.

ADVERTISING SPECIALTIES.

Tirrell, Henry, & Co., 116-118 Olive st., St. Louis. Wholesale calendars, calendar pads, cards, panels, etc., to printers and jobbers. Immense stock, elegant goods, low prices. Correspondence solicited.

ALBERTYPE PRINTING.

Albertype Co. The, 250 Adams street, Brooklyn, N. Y. Photo-gelatine illustrations for the trade.

BALL PROGRAMMES AND INVITATIONS.

Bahrenburg & Co., ball programmes, tassels and bevels, 29 Beekman st., New York.

Butler, J. W., Paper Co., 212-218 Monroe street, Chicago. Ball programmes, invitations, tickets, etc. Commencement invitations and programmes.

BINDERS' MACHINERY.

Hickok, W. O., Manufacturing Co., Harrisburg, Pa. Ruling machines, bookbinders' machinery, ruling pens, etc.

Isaacs, Henry C., 78 Warren street, New York. **Jacques, John, & Son**, 45 Webster street, Worcester, Mass.

BLANK BOOKS.

National Blank Book Co., Holyoke, Mass. New York office, 52-58 Duane street.

Shaw, J. G., Blank Book Co., 261-267 Canal street, New York City.

BOILER CLEANSING COMPOUNDS.

Lord's Boiler Compounds are used and endorsed in every steam-using district throughout the civilized world. The genuine formulas are made only by Geo. W. Lord, Philadelphia, Pa. Send for our book on water contamination, etc.

BOOKBINDERS.

Smigel, I., 166 William street, New York. Job and blank book binder and paper ruler.

BOOKBINDERS' LEATHER.

Garnar, Thomas, & Co., 181 William street, New York City.

BOOKBINDERS' SHEARS.

Jacques, John, & Son, 45 Webster street, Worcester, Mass.

BOOKBINDERS' SUPPLIES.

Slade, Hipp & Meloy, 139 Lake street, Chicago. Also, paper-box makers' supplies.

BOXWOOD FOR ENGRAVERS.

Grand Rapids Boxwood Co., Grand Rapids, Mich. Also mounting woods.

Strusz, Wm., successor to C. F. Anderson, 61 Ann street, New York. Boxwood for engravers' use.

BRASS-TYPE FOUNDERS.

American Type Founders Co. See list of branches under Type Founders.

Eastern Brass Type Foundry, 18-20 Rose st., New York City.

BRASS-TYPE FOUNDERS.

Missouri Brass-Type Foundry Co., Howard and Twenty-second streets, St. Louis, Mo.

BRONZE POWDERS.

Leaf Printers', embossers', lithographers', paper rulers', marblers', card bevelers' and bookbinders' materials. Herm. Behlen & Bro., 5 N. William st., New York.

CARBON BLACK.

Cabot, Godfrey L., Boston, Mass. Eclipse, Elf, Sunset, Banner,

CARDBOARD MANUFACTURERS.

Champion Coated Paper Co., Hamilton, Ohio.

CARDS AND CARDBOARD.

Bahrenburg & Co., 29 Beekman st., New York. Formerly with Hastings Card & Paper Co.

Collins, A. M., Manufacturing Co., 527 Arch street, Philadelphia, Pa.

CASE MAKING AND EMBOSSED.

Conkey, W. B., Co., 341-351 Dearborn street, Chicago; works, Hammond, Ind.

CHALK ENGRAVING PLATES.

Bell Chalk Plate Co., World Building, 71-73 Ontario street, Cleveland, Ohio.

Hoke Engraving Plate Co., 304 North Third street, St. Louis, Mo.

CHARCOAL FOR ENGRAVERS.

New York Steel and Copper Plate Co., 171 Wallabout street, Brooklyn, New York.

CLOTH COVERINGS.

Gehlert, Louis, 204 E. Eighteenth st., New York City. Woolen blankets for newspaper impression cylinders, steel press, lithography.

COATED PAPER.

Champion Coated Paper Co., Hamilton, Ohio.

COPPER AND ZINC PREPARED FOR HALF-TONE AND ZINC ETCHING.

American Steel & Copper Plate Co., 150 Nassau st., New York. Celebrated satin finish plates.

New York Steel and Copper Plate Co., headquarters, 171 Wallabout st., Brooklyn, N. Y.

CUTTING DIES.

Wright & McDermott, 323 Race street, Philadelphia, Pa. Envelope and lithographic dies a specialty.

DIE SINKERS.

Pletz, Adam, heraldic die sinker, coats of arms, crests, seals, seal rings, monograms, address dies, etc. 1530 Chestnut st., Philadelphia, Pa.

Wagenfahr, Charles, 140 West Broadway, New York City. High-grade work.

ELECTRIC MOTORS FOR PRESSES AND GENERAL POWER.

Sprague Electric Company, 20-22 Broad street, New York.

ELECTROTYPE AND MANUFACTURERS OF ELECTROTYPE MACHINERY.

The Lovejoy Company, 444 and 446 Pearl street, New York.

ELECTROTYPE AND STEREOTYPERS.

Bomgren Bros. & Co., 175 Monroe st., Chicago. Electrotypers, photo and wood engravers.

Bright's "Old Reliable" St. Louis Electrotype Foundry, 211 North Third st., St. Louis, Mo. Work in all branches.

Drach, Chas. A., Electrotype Co., cor. Pine and Fourth sts. (old Globe-Democrat bldg.), St. Louis, Mo. Electrotypers and stereotypers.

ELECTROTYPE AND STEREOTYPERS.

Flower, Edwin, 216-218 William street, New York City.

Habbin Electrotype & Engraving Co. The, Detroit, Mich. Process work of all kinds.

Harrison, A. W., 37 South Charles street, Baltimore, Md.

Iron City Electrotype Co., 219-221 Third avenue, Pittsburgh, Pa.

Juergens Bros. Co., 148 to 154 Monroe street, Chicago. Also process engravers.

McCafferty, H., 42-44 Bond st., New York. Half tone and fine art electrotyping a specialty.

Peters, C. J., & Son, Boston, Mass. Stock cuts, embossing dies, embossing compound.

Rowell, Robert, Louisville, Ky. Oldest electrotype foundry in the South.

Scott, Geo. C., & Sons, electrotypers, 192 Summer street, Boston, Mass.

Whitcomb, H. C., & Co., 42 Arch street, Boston.

Electrotyping and engraving of all kinds.

ELECTROTYPE AND STEREOTYPERS' MACHINERY.

Hoe, R., & Co., New York and London. Manufacturers of printing presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 258 Dearborn street.

Isaacs, Henry C., 78 Warren street, New York.

Lloyd, Geo. E., & Co., 202 South Clinton street, Chicago.

Shnedewend, Paul, & Co., 195-199 South Canal street, Chicago.

EMBOSSERS AND STAMPERS.

Koven, W., Jr., embossing and stamping for lithographers, binders and printers, 16 Spruce street, New York.

Freund, Wm., & Sons, est. 1865; steel-die embossing to the printing, lithographing and stationery trade. 176 State street, Chicago.

EMBOSSING COMPOSITION.

Whitelson's Embossing Composition is the best. For sale everywhere. Accept no other.

EMBOSSING DIES AND COMPOSITION.

Burbank Engraving Co., 55 Oliver street, Boston. Also half-tone and line engravers.

Peters, C. J., & Son, Boston, Mass. Embossing dies, embossing compound, stock cuts.

EMBOSSING MACHINES AND PRINTING PRESSES.

Grammes, L. F., & Sons, Allentown, Pa. Also brass trimmings for all kinds of boxes.

EMERSON BINDERS, ETC.

Improved Emerson Patent Binders for pay rolls, balance sheets, etc. Loadstone file, limitless in capacity, relentless in grip. **The Barrett Bindery Co.**, Chicago.

ENAMELED BOOK PAPER.

Champion Coated Paper Co., Hamilton, Ohio.

ENGINES—GAS AND GASOLINE.

Dayton Globe Iron Works Co., Dayton, Ohio.

New Era Iron Works Co., 19 Wayne avenue, Dayton, Ohio.

Weber Gas and Gasoline Engine Co., 405-413 West boulevard, Kansas City, Mo.

ENGRAVERS.

Half-Tone, line, steel and wood engraving. J. S. Quirk Engraving Co., 112-114 N. Ninth street, Philadelphia.

ENGRAVERS AND DIE SINKERS.

Ludwig, P., embossing dies for leather and paper. Artistic engravings. 15 S. Canal street, Chicago.

THE INLAND PRINTER.

THE INLAND PRINTER BUSINESS DIRECTORY—Continued.

| ENGRAVERS—COPPER AND STEEL. | JOB PRINTING SPECIALTIES. | PAPER CUTTERS—LEVER. |
|--|--|--|
| Freund, Wm., & Sons , est. 1865; steel and copper plate engravers and printers, steel-die sinkers and embossers. Write for samples and estimates. 176 State street, Chicago. | Adams, W. R., & Co. , 35 Congress street, W., Detroit, Mich. Send postal for particulars. | Paver Printing Machine Works , 600 South Broadway, St. Louis, Mo. |
| Stationers' Engraving Co., The , 507-509 West Broadway, New York. Engraving and stamping, wedding invitations, visiting and business cards, crests, coats of arms and monograms. High-class work to the trade only. | LEADS. Miller, Otto, Co., The , 88 West Jackson street, Chicago. | PAPER DEALERS AND MAKERS. Bradner Smith & Co. , 119 Monroe street, Chicago. |
| ENVELOPES. Buffalo Envelope Co. , Buffalo, N. Y. Regular and odd sizes; not in the trust. | LEATHER ADVERTISING SPECIALTIES. Mills, Knight & Co. , 60 Pearl st., Boston, Mass. Memorandum books for advertising purposes. | Chicago Paper Co. , 273-277 Monroe st., Chicago. Headquarters for printers' supplies. |
| Document Envelopes . The Cincinnati Paper Novelty Co., 247 Walnut st., Cincinnati, Ohio. | LINOTYPE METAL. Blatchford, E. W., & Co. , 54 Clinton street, Chicago. | Illinois Paper Co. , 181 Monroe street, Chicago. Cover and book papers exclusively. |
| ENVELOPES—CATALOGUE. Hoyler, R. B., & Co. , 400 Dearborn st., Chicago. Catalogue envelopes a specialty—all sizes. | LITHOGRAPH PAPER. Champion Coated Paper Co. , Hamilton, Ohio. | Megarree, Irwin N., & Co. Paper and cardboard of all kinds. Philadelphia. |
| ETCHING ZINC. American Steel & Copper Plate Co. , 150 Nassau st., New York. Polished plates a specialty. | LITHOGRAPHERS' SUPPLIES. Slebold, J. H. & G. B. , 106 Centre street, New York. Three-color printing inks, dry colors and bronze powders. | PAPER DEALERS—GENERAL. Beecher, Peck & Lewis , 137 Jefferson avenue, Detroit, Mich. Paper for printers' use. |
| Bruce & Cook , 186-190 Water st., and 248 Pearl st., New York. Pure etching zinc a specialty. | MAILERS. Dick, R., Estate , proprietor R. Dick Mailer, 139 W. Tupper street, Buffalo, N. Y. | Dobler & Mudge , Baltimore, Md. |
| FILING CABINETS AND BUSINESS FURNITURE. Globe Company, The , Cincinnati, Ohio; Fulton and Pearl streets, New York; 226-228 Wabash avenue, Chicago. | MAIL PLATE SERVICE. Mail Plate Co. , 73 W. Adams street, Chicago. Saves expressage (all plates postpaid by us). | Elliot, A. G., & Co. , Philadelphia, Pa. Specialty, parchment and art vellum papers. |
| FOIL. Crooke, John J., Co. , 80 Illinois st., Chicago. | NUMBERING MACHINES. Bates Machine Co. , N. Y. Life bldg., New York. New models; new prices; send for catalogue. | Morrison, E., Paper Co. , Washington, D. C. |
| FOLDING MACHINES. Brown Folding Machine Co. , Erie, Pa. Write for circulars and information. | Bates Manufacturing Co. , 135 Fifth ave., New York. Sole manufacturers of Bates' Automatic Hand Numbering Machine. No connection with any other firm of similar name. Remember, our address is 135 Fifth ave., New York. Factory, Orange, N. J. | Smith, Charles A., Co. , Pittsburg, Pa. Specialties for printers. |
| Rockford Folder Co. , Rockford, Ill. | Force, Wm. A., & Co. , 59 Beekman street, New York. Paragon, Conqueror, Monarch, Excelsior, and Force typographical numbering machine makers. | PAPER JOGGERS AND COUNTERS. Hart, R. A., & Co. , Battle Creek, Mich. Write for circulars. |
| FOUNTAIN PENS. Weldlich, O. E. , manufacturer of fountain and gold pens, Cincinnati, Ohio. | Southworth Bros. , Portland, Maine. Agents wanted. Catalogue free. | PAPER MANUFACTURERS. Berkshire Typewriter Paper Co. , Pittsfield, Mass. Specialty: Typewriter papers. |
| GASOLINE ENGINES. Richmond Bros. , St. Johns, Mich. Manufacturers the IDEAL gasoline engines. | Wetter, Joseph, & Co. , 515-521 Kent ave., Brooklyn, N. Y. Of all kinds for all purposes; send postal for printed matter. | Crane Bros. , Westfield, Mass., makers of ledger and linen papers. |
| GLAZED PAPER. Champion Coated Paper Co. , Hamilton, Ohio. | PAPER-BOX MACHINERY. American Type Founders Co. , general selling agents for Gally Universal paper-box cutting and creasing presses. | Crane, Z. & W. M. , Dalton, Mass. Extra fine writing papers and ladies' stationery. |
| GUMMED PAPERS. Dennison Manufacturing Co. , 128-130 Franklin street, Chicago. | Knolton & Beach , 29-35 Elizabeth street, Rochester, N. Y. | Mead Paper Co. , Dayton, Ohio. Lithograph, book and colored papers. |
| HALF-TONE ENGRAVING. Chicago Photo-Engraving Co. , E. N. Gray, Prest., 79-81 Fifth ave., Chicago. Phone 118. | PAPER—BLOTTING. Sabin Robbins Paper Co. , The, Middletown, Ohio. English cloth and other blottings. | PAPER MANUFACTURERS—LEDGER ONLY. Weston, Byron, Co. , Dalton, Mass. |
| HAND STAMPS. Hill, B. B., Mfg. Co. , Philadelphia, Pa. Self-inking, band-dating, railroad ticket stamps and seal presses. | PAPER—COVER. We carry the largest assortment of cover papers of anyone in the trade. Fancy and odd numbers our specialty. Illinois Paper Co. , Chicago. | PAPER—PARCHMENT. Paterson Parchment Paper Co. , Passaic, N. J. |
| INK MANUFACTURERS. Ault & Viborg Co., The , Cincinnati, Chicago and St. Louis; Ault & Viborg, New York. | PAPER-CUTTER KNIVES. Goes, Oscar, & Co. , 18 South Canal street, Chicago. | PASTE MAKING MACHINES. Day, J. H., Co. , Cincinnati and New York. Paste mixing machines and glue heaters. |
| Chicago Printing Ink Co. , factory, Grand avenue and Rockwell street. | Simonds Mfg. Co. , Chicago, make keen-cutting paper-knives. Established 1832. Long experience. Most modern tempering. Applications in every department up to date. | PATENT FLEXIBLE RUBBER STAMPS. Buck, T. S. , 227 Canal street, New York. Rubber type. Beware of imitations and substitutes. |
| New York Steel & Copper Plate Co. , 171 Wallabout street, Brooklyn, N. Y. Specifications: Ink for copper and steel plate printers; stamping, etching and proof ink. | PAPER CUTTERS. American Type Founders Co. Cutters of all standard makes on sale at all branches. | PATENT PHOTO-MAILING ENVELOPES. Lavette, H. C. , 203 Randolph st., Chicago. List of jobbers and samples sent gratis. |
| Okle, F. E., Co. , Kenton place, Philadelphia, Pa. | Atlantic Works, The , East Boston, Massachusetts. The Dooley Paper Cutters. | PERFORATORS. Howard, Geo. C. , 1775 Ludlow street, Philadelphia. Direct or rotary, treadle or belt power, longitudinal and transverse rows. |
| Scott, Rogers & Robb , (Gray's Ferry Printing Ink Works). Manufacturers of printing inks, 196-198 South Clark street, Chicago. | Eardley & Winterbottom , 125-127 Worth street, New York. | Rosback, F. P. , 54 South Canal street, Chicago. |
| Roosen, H. D., Co. , 11-13 McKibben street, Brooklyn. | Isaacs, Henry C. , 78 Warren street, New York. | PHOTO-ENGRAVERS. Bauer, H. C., Engraving Co. , 17-21 South Meridian street, Indianapolis, Ind. Engraving by all processes. |
| Star Printing Ink Works . F. A. Barnard & Son, 116 Monroe street, Chicago. | Shnedewend, Paul, & Co. , 195-199 South Canal street, Chicago. | Blomgren Bros. & Co. , 175 Monroe st., Chicago. Photo, half-tone and wood engraving. |
| Thalmann Printing Ink Co. , St. Louis, Chicago, Kansas City. Mfrs. job, book and colored inks. | Wesel, F., Mfg. Co. , 82 Fulton st., New York. | Brown-Bierce Co., The , Dayton, Ohio. High-grade general illustrators. |
| The Ullmann & Philott Mfg. Co. , office and works, 89 to 95 Merwin st., Cleveland, Ohio. | | Central Electrotyping and Engraving Co. , 263-271 St. Clair street, Cleveland, Ohio. |
| INK MANUFACTURERS' MACHINERY. | | Dobinson, W. J., Engraving Co. , 277 Washington street, Boston, Mass. Half-tone and line etching. |
| Day, J. H., Co. , Cincinnati and New York. High-grade printers' ink machinery. | | Electro-Tint Engraving Co. , 1227-1229 Race st., Philadelphia. |
| Kent & Haly , 250 Plymouth st., Brooklyn, N. Y. All kinds of printing-ink-making machinery. | | Franklin Engraving and Electrotyping Co. , 341 Dearborn street, Chicago. |
| | | General Engraving Co. , Pitt bldg., 227 St. Clair st., Cleveland, Ohio. Photo and wood engr's. |
| | | Illinois Engraving Co. , 346-356 Dearborn street, Chicago. Engraving by all processes. |

THE INLAND PRINTER BUSINESS DIRECTORY—Continued.

PHOTO-ENGRAVERS.

Kelley, S. J., Engraving Co., Binghamton, N.Y. Half-tone, line, wood engravers, electrotypers.
National Engraving Co., Washington, D.C. High-class designs.
New York Printing and Engraving Co., 320 Pearl street, New York City.
Ormsbee, H. J., Engraving Co., 322 South Salina street, Syracuse, N.Y.
Peninsular Engraving Co., Evening News building, Detroit, Mich.
Peters, C. J., & Son., Boston, Mass. Half-tone, line and wax engravers.
Pittsburg Photo-Engraving Co., 347 Fifth ave., Pittsburg, Pa. Half-tone, zinc etching, etc.
R. I. Photo-Engraving Co., 206 Weybosset st., Providence, R.I. Half-tone and line engraving.
Sanders Engraving Co., St. Louis, Mo. Electrotypers and photo-engravers.
Suffolk Engraving Co., 275 Washington street, Boston, Mass. Engravers and electrotypers.
Welsbrodt, H. W., 514 Main street, Cincinnati, Ohio, Blymer building.
Williamson-Haffner Engraving Co., 1633 Arapahoe street, Denver, Colo.
Zeese, A., & Co., half-tone engravers, zinc etchers, map and wood engravers, electrotypers, 300-306 Dearborn street, Chicago.

PHOTO-ENGRAVERS AND ELECTRO-TYPERS.

Ringler, F. A., Co., 26 Park place, New York. Manufacturers of plates for all printing and embossing purposes.

PHOTO-ENGRAVERS' PRINTING FRAMES.

Swelgaard, E. W., 56 South Curtis street, Chicago. Manufacturer contact printing frames and camera stands.

PHOTO-ENGRAVERS' PROOF PRESSES.

Shnledewend, Paul, & Co., 195-199 South Canal street, Chicago. Manufacturers Reliance Special.

PHOTO-ENGRAVERS' SCREENS.

Levy, Max., 1213 Race street, Philadelphia, Pa.
Wolfe, M., Dayton, Ohio. Teacher new 3-color process. Manufacturer screen plates.

PLATE AND EMBOSSED PRESSES.

Howard, Geo. C., 1775 Ludlow street, Philadelphia. Hand or power, with inking, wiping and polishing attachments.
Kelton's, M. M., Son., C. Kelton, proprietor, 124 Baxter street, New York City.
King, A. R., Mfg. Co., 532 West 22d street, New York. "King" embossing and plate presses.

PRESSES.

Duplex Printing Press Co., Battle Creek, Mich. Flat-bed perfecting presses.

Goss Printing Press Co., 16th st. and Ashland ave., Chicago. Manufacturers newspaper perfecting presses and special rotary printing machinery.

Hoe, R., & Co., New York and London. Manufacturers of printing presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 258 Dearborn street.

Howard, Geo. C., 1775 Ludlow street, Philadelphia. Hydraulic, screw, toggle, eccentric, hand and foot lever, for monograms, stamping, cutting, scoring, forming, embossing, compressing, punching.

Isaacs, Henry C., 78 Warren street, New York.
Thomson, John, Press Co., 253 Broadway, New York. Presses for printing, embossing, box cutting, scoring.

PRESSES—CYLINDER.

American Type Founders Co. sells Cottrell Country, Monarch and Paragon presses, and Campbell hand cylinder presses.

Babcock Printing Press Manufacturing Co., The, New London, Conn.; New York office, 38 Park Row; Barnhart Bros. & Spindler, general western agents, Chicago.

Campbell Printing Press and Manufacturing Co., 5 Madison avenue, New York; 334 Dearborn street, Chicago; 5 Bridewell place, E.C., London, England.

PRESSES—HAND.

Kelsey Press Company, Meriden, Connecticut.

PRESSES—JOB PRINTING.

American Type Founders Co., general selling agents for Gally Universal presses.
Eardley & Winterbottom, 125-127 Worth street, New York.

Universal Printing Press, embossers' and paper-box cutting and creasing presses. General selling agents, American Type Founders Co. Address nearest branch as per list under head of Type Founders.

Wesel, F., Mfg. Co., 82 Fulton st., New York.

PRINTERS' MATERIALS.

American Type Founders Co. "Everything for the printer."

Graham, E. K., & Co., 516 Commerce st., Philadelphia. New and secondhand machinery and supplies.

Hartnett, R. W., & Bros., 52-54 North Sixth st., Philadelphia, Pa.

Morgans & Wilcox Mfg. Co., Middletown, N.Y. Patent steel furniture and other specialties.

Newton, W. C., & Co., Washington, D.C. Printers' machinery and supplies.

Wells, Heber, 155 William street, New York. "Strong slat" cases, cabinets and stands.

Wesel, F., Mfg. Co., 82 Fulton street, New York. Manufacturers of patent stereotype blocks, patent composing sticks, brass and steel rule, galleys, etc.

PRINTERS' OUTFITTERS.

Kennedy, T. E., & Co., 414 East Pearl street, Cincinnati, printers' outfitters. Large stock secondhand machinery, sell Barnhart's type, Huber cylinders, Gordon and Universal jobbers, Brown & Carver cutters, and other goods. Quote best prices.

PRINTERS' PROOF PRESSES.

Shnledewend, Paul, & Co., 195-199 South Canal street, Chicago.

PRINTERS' ROLLERS AND ROLLER COMPOSITION.

Bender Nagel & Co., 521 Minor street, Philadelphia. Compositions adapted to the work.

Bingham Brothers Company, 49-51 Rose street, New York. Also padding glues.

Chicago Roller Co., 84 Market street, Chicago.

Dietz, Bernhard, Grant and Mercer streets, Baltimore, Md.

Godfrey & Co., printers' rollers and roller composition, Philadelphia, Pa. Established 1865.

Grayburn, John, 525 First ave., Pittsburgh, Pa. Established 1871. Try our padding glue.

Hart, H. L., & Co., 150 Ellicot street, Buffalo, N.Y. Steam paste and tablet cement.

Malgne, O. J., 324-328 Pearl street, New York City.

Wild & Stevens, 148 Congress street, Boston, Mass. Established 1859.

PRINTING PRESSES—SECONDHAND.

Preston, Richard, 146 Franklin street, Boston, Mass. Printing, cutting, folding, and wire stitching.

QUOINS.

Hempel & Dingens, Buffalo, N.Y. Sole manufacturers in the world of genuine Hempel improved quoins. Beware of counterfeits.

RUBBER STAMPS, SEALS AND DIES.

Baumgarten & Co., Baltimore, Md.

RULING MACHINES.

Hickok, W. O., Mfg. Co., Harrisburg, Pa. Ruling machines and pens.

Piper, E. J., 44 Hampden street, Springfield, Mass.

SECONDHAND MACHINERY.

Campbell, Neil, Co., 23 Beekman street, New York City. Cylinders, jobbers, cutters, etc.

SHIPPING TAGS.

Dennison Manufacturing Co., 128-130 Franklin st., Chicago.

STEEL RULE.

Helmold, J. F., & Bro., 32 South Jefferson st., Chicago. Printers' and boxmakers' cutting, creasing and perforating rule.

STEREOTYPER'S AND ELECTROTYPER'S METAL.

Blatchford, E. W., & Co., 54 Clinton street, Chicago.

TABLETS AND PADS.

American Pad & Paper Co., Holyoke, Mass. New York office, 320 Broadway, Room 609.

TIN FOIL.

Crooke, John J., Co., 80 Illinois st., Chicago.

TYPE FOUNDERS.

American Type Founders Co., greatest output. completest selection, most original designs. Send to nearest branch for latest specimen book.

BRANCHES—Boston, 270 Congress st. New York, Rose and Duane sts. Philadelphia, 606-614 Sansom st. Baltimore, Frederick and Water sts. Buffalo, 45 North Division st. Pittsburg, 323 Third ave. Cleveland, 255-259 St. Clair st. Cincinnati, 7 Longworth st. Chicago, 203 Monroe st. St. Louis, Fourth and Elm sts. Minneapolis, 24-26 First st. South Kansas City, 612 Delaware st. Denver, 1649 Blake st. Portland, Second and Stark sts. Los Angeles, 211 New High st. Spokane, Wash., 10 Monroe st. San Francisco, 403 Sansome st.

SPECIAL AGENCIES—Atlanta, Dodson Printers' Supply Co. Dallas, Scarff & O'Connor Co. Toronto, Toronto Type Foundry. Montreal, Toronto Type Foundry. London, England, M. P. McCoy, Phoenix Place, Mount Pleasant, W.C. Melbourne, Alex Cowan & Sons, Ltd. Sydney, Alex Cowan & Sons, Ltd. Adelaide, Alex Cowan & Sons, Ltd.

Barnhart Bros. & Spindler, 183-187 Monroe st., Chicago.

Bruce's New York Type Foundry, V. B. Munson, successor, 13 Chambers st., New York.

Crescent Type Foundry, 346-348 Dearborn street, Chicago.

Farmer, A. D., & Son, 63-65 Beekman st., New York, 163-165 Fifth avenue, Chicago.

Graham Type Foundry, 567 Cleveland ave., Chicago. Novelties in borders and ornaments.

Hansen, H. C., type founder and printers' supplies, 24-26 Hawley street, Boston, Mass.

Inland Type Foundry, 217-219 Pine st., St. Louis, Mo. Inventors of Standard Line Unit Set Type.

Newton Copper-Faced Type Co., 18-20 Rose st., N.Y. Estimating, deduct spaces and quads.

Toronto Type Foundry, leading printers' supply house in Canada; highest class ready prints and plates. Branches: Halifax, Montreal, Winnipeg, Vancouver. Head office, Toronto. Everything for the printer.

TYPE MATRICES.

Wiebing, R., & Co., 358 Dearborn st., Chicago. Steel letter cutting.

TYPESETTING MACHINES.

Empire Typesetting Machine Co., 203 Broadway, New York. Western agency, 163 Fifth avenue, Chicago.

Goodson Type Casting and Setting Machine Co., 96 Westminster st., Providence, R.I.

Johnson Type Casting and Setting Machine, New Bedford, Mass. Write for circulars.

TYPEWRITER RIBBONS AND CARBON PAPERS.

Little, A. P., Rochester, N.Y.

New York Carbon and Transfer Paper Co., 107 Liberty street, New York. Typewriter ribbons, carbon papers and fine linen papers.

WOOD TYPE.

American Type Founders Co. carries in stock most complete stock of wood type in the world.

Hamilton Mfg. Co. Main office and factory, Two Rivers, Wis.; eastern factory and warehouse, Middlebury, N.Y. Manufacturers of wood type, cases, cabinets, galleys, etc.

Wells, Heber, 155 William street, New York. Hard wood, fine finish; beautiful faces.

THE INLAND PRINTER—AUGUST, 1899.

CONTENTS:

| | |
|--|-------------|
| The Printer's Bindery—No. 1 (illustrated) | PAGE 579 |
| By a Binder. | |
| Discrimination in the Use of Words—No. XXIII. | 580 |
| By F. Horace Teall. | |
| Making Ready on Job Presses—No. III | 582 |
| By Charles H. Cochrane. | |
| EDITORIAL: | |
| The Inland Printer Cover Competition..... | 585 |
| Typesetting Machines for Different Requirements | 585 |
| Cheap Cuts and Half-Tone Electrotypers in Advertising..... | 585 |
| Bookbinding for Printers | 585 |
| Non-Lucidity Extraordinary..... | 586 |
| New York Printers and Criminal Libel..... | 586 |
| Midsummer Printing at Cut Rates..... | 586 |
| Maintaining Prices in New York..... | 587 |
| Three Million Dollars' Worth of Printing..... | 588 |
| National Imports and Exports | 589 |
| Machine-Made Books..... | 590 |
| Correspondence | 593 |
| Echoes from the Press Club of Chicago | 594 |
| Designers and Engravers of Type—No. XIX—Nicholas J. Werner | 595 |
| By William E. Loy. | |
| R. Hoe as a Historian | 595 |
| Philadelphia's Franklin Statue | 597 |
| The Employing Printer | 597 |
| By Cadillac. | |
| U. G. Hinman (with portrait) | 599 |
| The Artisan | 601 |
| By Aug. McCraith. | |
| Practical Notes on Bookbinding | 603 |
| By a Bookbinder. | |
| Proofroom Notes and Queries | 604 |
| By F. Horace Teall. | |
| The Captain of the Mechanics' Nine | 605 |
| Modern Advertising Methods (illustrated) | 607 |
| Capturing "The Lion" | 607 |
| Notes and Quotations on Lithography | 608 |
| By E. F. Wagner. | |
| A Deed of Gift | 609 |
| Newspaper Gossip and Comment | 609 |
| By O. F. Byxbee. | |
| Lieut. William Aimison (with portrait) | 612 |
| Books and Periodicals | 613 |
| Notes on Job Composition | 615 |
| By Ed S. Ralph. | |
| ADVERTISING FOR PRINTERS. | |
| By "Musgrave." | |
| Birth of the Western Paper Trade Association | 618 |
| The Goodson Graphotype (illustrated) | 620 |
| The Photo-Grain Process (illustrated) | 623 |
| Obituary | 623 |
| Process Engraving Notes and Queries | 623 |
| By S. H. Horgan. | |
| Pressroom Queries and Answers | 625 |
| By a Pressman. | |
| Machine Composition Notes and Queries | 628 |
| By An Expert. | |
| Third Annual Convention of The National Association of Photo-Engravers (illustrated) | 632 |
| Trade Notes | 634 |
| Hollister Brothers' Printing Plant (illustrated) | 635 |
| Notes and Queries on Electrotyping and Stereotyping | 635 |
| By C. S. Partridge. | |
| Review of Specimens Received | 639 |
| Patents of Interest to Printers | 640 |
| By C. H. Cochrane. | |
| Business Notices | 641 |
| ILLUSTRATIONS: | |
| Illustration from "On General Nelson's Staff" | 577 |
| The Bath | 578 |
| Five Photographic Studies of a Young Lady | 582 |
| "The Dinkies" | 584 |
| Poster for National Export Exposition | 589 |
| The Catechism | 592 |
| Statue of Benjamin Franklin in Philadelphia | 593 |
| After the Blizzard | 598 |
| View of Detroit, Michigan | 600 |
| Old Capitol Square, Detroit, Michigan | 602 |
| A Pair of Black Kids | 604 |
| Colonel Duffy and Brother Shepard | 606 |
| Twelve Advertising Designs of Ault & Wiborg | 606 |
| Paul Shnedewend and "The Lion" | 607 |
| Delegates and Visitors at I. P. P. & A. Union Convention | 614 |
| Striking a Light | 619 |
| Evening | 623 |
| Group Pictures at the Photo-Engravers' Convention | 633 |
| Right In It. | 626 |
| TYPE SPECIMEN PAGE | |
| | 622 |

INDEX TO ADVERTISEMENTS.

| PAGE | | PAGE | |
|--|---------------|---------------------------------------|----------|
| Acre Staple Co | 559 | Electro-Light Engraving Co | 564 |
| Ad Sense Co..... | 667 | Emmerich & Vonderlehr | 572 |
| Aluminum Novelty Co..... | 645 | | |
| Aluminum Plate & Press Co | 651 | Freeman, Frederick, & Co | 647 |
| American Process Engraving Co | 666 | Freund, William, & Sons | 667 |
| American Type Founders Co | 622 | Fuchs & Lang Mfg. Co | 588 |
| Arabol Mfg. Co..... | 667 | Fuller, E. C., & Co | 569 |
| Armour & Co | 663 | | |
| Ault & Viborg Co., The | Insert | Gibbs-Brower Co | 650 |
| Babcock Printing Press Mfg. Co | 550 | Glidden & White Co | 649 |
| Berk Engraving Co | 664 | Godfrey & Co | 664 |
| Benedict, Geo. H., & Co | 572 | Goerz, C. P. | 649 |
| Black & Clawson Co | 665 | Goes Lithographing Co | 664 |
| Blackhall Mfg. Co | 644 | Graham, Edward K., & Co | 664 |
| Bloomgren Bros. & Co | 557 | Granular Reproduction Co | 659 |
| Bookseller and Newsman | 666 | Griffin, H., & Sons | 663 |
| Boorum & Pease Co | 572 | | |
| Boston Engraving Co | 664 | Hamilton Mfg. Co | 575 |
| Boston Printing Press Co | 551 | Hardinge Bros | 644 |
| British Printer | 667 | Harmonizer, The | 666 |
| Bronson Printers' Machinery House | 660 | Harris & Jones | 573 |
| Brown Folding Machine Co | 565 | Harris Automatic Press Co | 549 |
| Buffalo Printing Inv. Works | 665 | Hellmuth, Charles | 664 |
| Bullock Electric Co | 556 | Herrick & Cowell | 664 |
| Burton, A. G., & Son | 559 | Hoke Engraving Plate Co | 643 |
| Business Directory | 669 | Howard Iron Works | 667 |
| Butler, J. W., Paper Co | 545 | Huber, J. M. | 653 |
| Cabot, Godfrey L. | 664 | | |
| Campbell Printing Press & Mfg. Co | 546, 547, 548 | Illinois Paper Co | 667 |
| Challenge Machinery Co | 567, 570 | Inland Type Foundry | 560, 565 |
| Chambers Brothers Co | 576 | International Color-Photo Co | 663 |
| Champion Coated Paper Co | Insert | | |
| Champlin, D. H., & Co | 654 | Juergens Bros. Co | 564 |
| Chandler & Price Co | 555 | | |
| Chicago Electrotype & Stereotype Co | 662 | Kantor, A. A. | 644 |
| Chicago Paper Co | 645 | Kast & Ehinger | 664 |
| Chicago Roller Co | 658 | Knox, Andrew W. | 665 |
| Child Acme Cutter & Press Co | 551 | | |
| Coles, Loring, & Co | 662 | Latham Machinery Co | 556 |
| Connecticut Valley Paper & Envelope Co | 646 | Levey, Fred'k H., Co | Cover |
| Cottrell, C. B., & Sons Co | 576 | Lewis, E. St. Elmo | 645 |
| Cramer, G., Dry Plate Works | 663 | | |
| Crutsinger, C. W | | Maas & Inwood Co | Insert |
| Dayton Globe Iron Works Co | 665 | Martinson, L., & Co | 663 |
| Deljone, Louis, & Co | 663 | McGinty Feed Gauge Co | 645 |
| Dexter Folder Co | 658 | Megill, Edward L. | 666 |
| Dick, Rev. Robert, Estate | 666 | Mergenthaler Linotype Co | 562 |
| Dittman Overlay Co | 665 | Miehle Printing Press & Mfg. Co | Cover |
| Dittmar Engraving Co | 665 | Moore, L. C., Mfg. Co | 667 |
| Dixon, Joseph, Crucible Co | 645 | Morrison, The J. L., Co | 567 |
| Duplex Printing Press Co | 570 | Mugler Engraving Co | 567 |
| Eastern Brass-Type Foundry | 663 | | |
| Electric City Engraving Co | 563 | National Electrotype Co | 662 |
| | | Novelty Advertising Co | 647 |
| O'Bannon, The J. W., Co | 663 | | |
| Okie, F. E., Co | Insert | Parsons Paper Co | 568 |
| Old Berkshire Mills Co | 550 | Pavyer Printing Machine Works | 645 |
| Olds Gasoline Engine Works | 644 | Peerless Printing Press Co | 566 |
| Oswego Machine Works | 660 | Printer and Bookmaker, The | 566 |
| | | Printing Machinery Co., Ltd | 566 |
| Pope, Arthur W., & Co | 645 | Queen City Printing Ink Co | 564 |
| | | Reeves Pulley Co | 649 |
| Ringler, F. A., Co | 554 | Riverside Paper Co | 556 |
| Rosenow & Co | 570 | Rowe, James | 576 |
| | | Royle, John, & Sons | 662 |
| Scott, Walter, & Co | 652 | | |
| Shepard Loose-Leaf Book Co | 661 | Tarcolin | 663 |
| Shoemaker, J. L., & Co | 664 | Thurston, F. W., Glue Co | 665 |
| Shonberg, I. | 663 | | |
| Slade, Hipp & Meloy | 663 | Ullman, Sigmund, Co | 574 |
| Sprague Electric Co | 655 | Union Card and Paper Co | 664 |
| Standard Machinery Co | 570 | United States Envelope Co | 566 |
| Stevens, F. H., Co | 664 | Unitype Co., The | 552, 553 |
| St. Louis Photo-Engraving Co | 645 | | |
| | | Van Allens & Boughton | 561 |
| | | Van Bibber Roller Co | 644 |
| | | Voigtlaender & Son Optical Co | 550 |
| | | | |
| Walcutt Brothers | 649 | | |
| Want Advertisements | 642 | | |
| Webster Mfg. Co | 665 | | |
| Weston, Byron, Co | Cover | | |
| Wetter, Joseph, & Co | 556 | | |
| White, James, & Co | 666 | | |
| Whiting Paper Co | 667 | | |
| Whitlock Printing Press Mfg. Co | 657 | | |
| Whitmore Mfg. Co | 663 | | |
| Williamson-Haffner Engraving Co | 663 | | |